



biography of michael oleksak co-author of intangible capital



Michael Oleksak helps business owners build the value and increase the performance of their companies. As a founder of the Exit Planning Exchange, a group focused on training professionals to help business owners achieve successful exits, he is a leader in the US exit-planning community.

He has over twenty-five years of experience as an executive in finance, marketing, sales and strategy and intangible capital. Companies in numerous countries have trusted Mike to make a difference in challenging situations over the years—to make the sales—to build the teams—to create the successes that build momentum for their organization. He brings energy, enthusiasm and laser-like focus to everything he does.

Michael is a co-founder of Trek Consulting where as both a management consultant and a coach, he helps clients to grow their businesses. This combination is what sets Michael apart: he not only helps clients identify the highest value alternatives for their businesses, he also helps them make it happen. His clients include privately-held and public companies of all sizes. He has played significant roles in the growth of dozens of companies.

In addition to consulting, Michael is an energetic speaker and author on topics related to intangible capital, strategic customer conversations, growth and value creation. He has taught seminars in Strategic Thinking through Northeastern University School corporate training programs. He has written a monthly newsletter, Trekking, since 2004 and has been published internationally in the *Handbook of Business Strategy*, *Executive Excellence*, *Mass High Tech* and *M&A Today*. In the 1990's, he also co-authored a breakthrough book with Mary Adams entitled, *Beisbol: Latin Americans and the Grand Old Game*.

Prior to Trek, Mike built a Latin American business for the PORTIA group at Thomson Financial. He directed a sales team in Mexico, Brazil and Argentina that quadrupled the installed base in Latin America and built new alliances for Thomson in Latin America.

He began his career in commercial lending for Bank of Boston. Over the course of 17 years, he contributed to the growth of clients ranging in size from middle market to multinational corporations. He has lived and worked in South America, Europe, the Caribbean, California and Boston, experiencing first hand the Falklands War, inflation, currency devaluations and lots of business cycles.

Michael is a graduate of Brown University. He is fluent in French and Spanish, and has a solid foundation in Portuguese. He is a past President of Save Popponesset Bay, a past President of A Better Chance (ABC) in Winchester, MA (www.winchesterabc.org), and has served on the Membership Committee of the Boston Chapter of the Association for Corporate Growth.

Michael is a CMC (Certified Management Consultant), a certification mark awarded by the Institute of Management Consultants USA as evidence of meeting the highest standards of consulting and adherence to the ethical canons of the profession. Less than 1% of all consultants have achieved this certification.