

BIOGRAPHY

Steven L. Blue

CEO, AUTHOR, SPEAKER

Steve is a CEO, author, and keynote speaker. He has vast experience in transforming sleepy little businesses into global goliaths. In one case, he increased margins by over 60%. In another, he tripled profits using his Pay As You Grow SM system, which means growing earnings without the need for outside capital and while maintaining dividends.

Steve has 19 years experience in markets all over the world. In that time he has formed very successful international ventures and transformed businesses with no international presence into global powerhouses. In one case, he increased a company's international sales from 0 to 24% of total sales.

Steve spent 7 years in a turnaround where the organization had to make choices between paying employees or the utility bill. That is where he developed his skills in strict operational control



and cash management. While he was there the company returned to profitability and along the way he transformed the worst performing division to the best in less than 2 years.

Steve is considered an expert in high stakes negotiations. He once negotiated a seemingly impossible union agreement resulting in deep wage cuts and the right to outsource...all without taking a



strike. That is why the Harvard Business School invited him to give a lecture on it...not to the students, but to the professors.

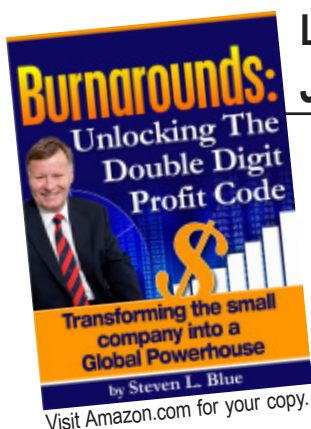
Steve started his career as a factory supervisor and quickly became known as the "go to" problem solving guy. He would routinely fix under-performing departments, which is where he gained a deep knowledge of most functional areas of a company. And in every assignment he substantially increased productivity and reduced cost. He has worked in industries as diverse as publishing and industrial automation.

In 32 years in management, the last 15 as a P&L executive, Steve has solved problems you can't imagine. And he has never failed to deliver double digit gains in anything he's touched.

That is why he is completely confident when he says you don't have a problem he hasn't already seen. In fact, you don't have a problem he hasn't already solved. And you don't have a business that can't triple its profits.

He describes how in his first book, *Burnarounds: Unlocking The Double Digit Profit Code*. His second book, *The Ten Million Dollar Employee*, reveals the key to unleashing the full potential of a company.

Steve has a BS Degree from the State University of New York and an MBA from Regis University.



Learn how to transform single digit earnings into 20%+ operating profit. Join Steve's online communities today.



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