

# STUART FRIEDMAN

BUSINESS VISIONARY • LEADING CONSULTANT • SPEAKER • AUTHOR

## WHAT CLIENTS SAY ABOUT STUART:

*You focused us on real-life challenges and demanded that we use the new skills you shared to move forward. There was no 'fluff'— just real substance.*

-Dave Pottruck  
Former CEO, Charles Schwab, current  
Chairman of the Board High Tower Advisors

*Stuart Friedman's blend of humor, irreverence, intensity and real-world expertise were just what we needed to help guide the organization to improved profitability, a \$1.6 million increase in operating earnings, and a 14% reduction in costs from one year to the next...and we did it all in just six months.*

-Mary Sheehan  
CEO, Midwest Palliative and Hospice  
CareCenter, MBA, MSN, RN

*Stuart surpassed all expectations. A consummate professional with a vigorous attention to detail and keen sense of humor...Not only did we learn from his teachings, but our management team discussed and resolved several thorny issues while Stuart facilitated highly constructive conversations.*

-Elliot Weissbluth  
CEO, HighTower Advisors

Clients hire me to enlighten them about their businesses, to provide a view they currently can't see. And in the process, guide the CEO/owner to achieving their strategic outcomes and heart-felt desires; to go beyond what they think is possible.

## CONSULTING

Assess human capital, your greatest asset, and the gap between where organization is and where they need to be. Using his unique approach, Right People Right Fit™, Stuart evaluates current employees and participates in your hiring process.

## OFF-SITES

Bring teams together in a neutral setting (a venue away from or at business' location) and away from daily operational activities. Using The Relevance Factor™, some expectations: engage in tough conversations, address issues that are swept under the rug and have discussions that lead to brilliant decision making.

## SPEAKING

An entertaining and results-oriented speaker that puts the audience at ease AND produces the desired result of helping individuals assess issues and barriers impacting performance: team and individual.

## TEAM ALIGNMENT

Assess relationships between individuals on respective teams, finding gaps and facilitating collaboration leading to brilliant decision making.

## LEADERSHIP COACHING

Inspires current/future business leaders beyond what they think is possible. With one-to-one coaching, the client is guided to perform at their personal and professional best by finding congruence between skill sets and desired outcomes: strategic and heart-felt.

Bookmark us: <http://www.pma-co.com>

Twitter: [@Stuart\\_Friedman](https://twitter.com/Stuart_Friedman)

Facebook: <http://www.facebook.com/StuartFriedmanPMA>

LinkedIn: <https://www.linkedin.com/company/progressive-management-associates>



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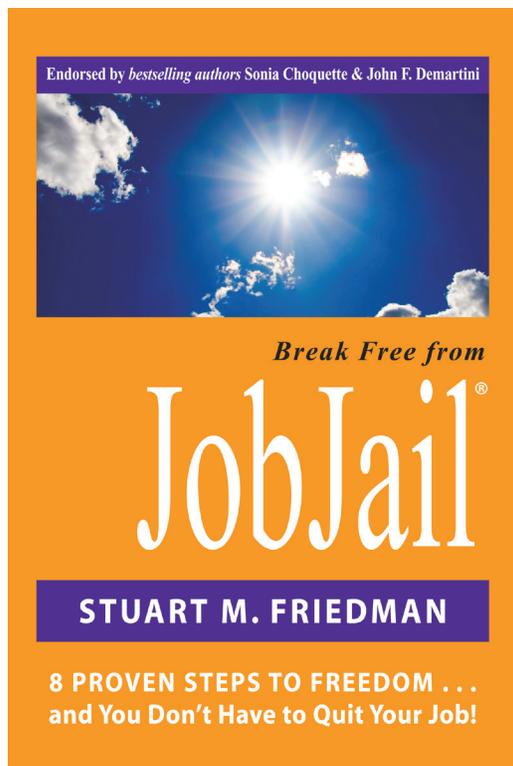
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## NOT YOUR TYPICAL CONSULTING FIRM

Progressive Management Associates (PMA) differs from other consulting firms. Our communication style is honest, direct, and straightforward. We believe communication is the key behavior that drives organizational success and achievement, so we tell it like it is—not necessarily what you want to hear.

PMA has worked with hundreds of “wowed” clients in a variety of industries ranging from professional service firms, manufacturers, and distributors; to publishers, software companies, and insurers and health care providers.

PMA guides you through the unknown and change so you can move forward with certainty as you create a common framework from which your team can communicate effectively and achieve. We seek to integrate The Relevance Factor™ into your active communication behavior so that individuals at all levels hear 100% of your message.



Endorsed by bestselling authors Sonia Choquette & John F. Demartini

*Break Free from*  
**JobJail®**

**STUART M. FRIEDMAN**

**8 PROVEN STEPS TO FREEDOM . . .  
and You Don't Have to Quit Your Job!**

**Stuart Friedman** is a top-rated speaker who has conducted more than 500 presentations and 175 speaking engagements around the world. He is an international consultant, executive advisor and author. Stuart has an MBA in accounting, a BA in chemistry and is SPHR certified.

Founded in 2000, PMA, Inc. is a management consulting firm that focuses on alignment of employees to desired strategic outcomes. Stuart encourages quantifying and factually measuring human capital to ensure his trademark result of Right People Right Fit™.

Stuart began his career with the consulting firm, Accenture (formerly Andersen Consulting) and then worked for a logistics company building high-performance teams for consumer package clients. He went on to become a Human Resources Executive for a Fortune 500 company, where he was hired as a “change agent” to build a cohesive Small Business Division, at the time very fragmented. Stuart was successful, and his efforts resulted in the creation of a \$750 million division. As a consultant, Stuart has guided many organizations to business success: focusing on start-ups, small- and medium-sized businesses, including family-owned and privately held.



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