

# Alan Sartain

VP Consulting

## BIOGRAPHY

Alan loves business, leadership, growth, and teaching. He has been a business leader for the past 40 years. In his first 20+ years, he rapidly ascended through the corporate ranks, first at Bausch & Lomb, where he was a VP of Marketing by his 35th birthday, and later as the President of a national mid-sized manufacturing, distribution, and service company.

Creating Results LLC in 2003, a business coaching firm focused on small to mid-sized companies, he broke from the corporate ranks. As a direct result of his coaching, his clients have enjoyed significant growth both in financial metrics and leadership skills. Alan breaks his coaching into four areas: Time – Business Systems and Time Management; Team – Identifying, Recruiting, Inducting, Developing, and Aligning Incentives with KPI; Money – Sales, Marketing, and Cash Flow; and Exit Planning.

He loves learning about business, starting with his B. S. in Business at Montana State University to MBA level courses at the Simon School at the University of Rochester to numerous executive-level courses, including Global Executive Leadership – Cornell University, Pricing Strategies, and Tactics – J. L. Kellogg School of Management at Northwestern University, Mastering Negotiation Dynamics – Columbia University, and Leadership Dynamics – Center for Creative Leadership. Alan is also a Certified Business Coach with the Coaches' Coach and a Certified Value Builder with The Value Builder System.

He happily married his wife, Melissa, in 1982, with whom he raised two boys: Christopher and Matthew. Alan is a sports enthusiast and avid golfer, fly fisherman, and ski instructor.



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