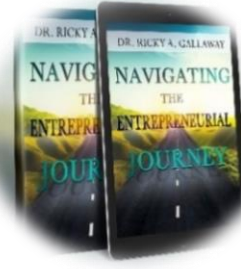


Dr. Ricky A. Gallaway's Capability Statement



Core Competencies

Dr. Ricky Gallaway is an international business strategist and leadership coach who forged a path in corporate America and now works globally to transform organizations by empowering their personnel to meet their mission by maximizing their knowledge of the five key success factors of business. A certified coach, speaker and trainer, Dr. Gallaway coaches business owners and corporate leaders to enhance clarity of self and others, identify new response techniques, leverage their strength, develop productive relationships and achieve desired goals. Dr. Gallaway believes that business growth and success depend on strategic leadership. Dr. Gallaway thrives on the ability to work with his clients throughout the various stages of technical and operational management toward the ultimate implementation of their strategic vision. He demonstrates value by guiding clients and their teams to eclipse their dreams. He has been instrumental in improving operational relationships with leadership and at various staff levels. His highly effective methods have helped business owners enjoy significant growth in their professional and personal lives. Dr. Gallaway has also worked with various organizations to evolve mission/vision statements, goals/objectives and strategic initiatives and welcomes the opportunity to do the same for your business and team.

Academic & Professional Credentials

Dr. Gallaway's educational credentials include a **BS** in Applied Social Science from Binghamton University, **MBA** in Management Information Systems from Southeastern University, **MBA** in International Business from Strayer University and a **Doctorate** of Management in Organization Leadership specialization in Information Systems and Technology Management from the University of Phoenix.

Dr. Gallaway's credentials include:

- A certified coach, speaker, and trainer with the John Maxwell Team
- Author: *Navigating the Entrepreneurial Journey*
- Member of the International Coach Federation (ICF)
- Certified Project Management Professional (PMP)
- International Society for Performance Improvement
- National Black Master of Business Administration Association (NBMBA)
- The International Society for Business Leaders
- Kappa Alpha Psi, Fraternity Inc.

Performance

Clients describe Dr. Gallaway as transformational, strategic, well-informed, perceptive, intriguing, committed and engaging. Dr. Gallaway is also the Founder and CEO of Transcontinental Consulting, a global business consulting firm with an emphasis on program management consulting, strategic operations, and leadership consulting.

For a complimentary copy of Dr. Gallaway's workbook, *Entrepreneurial Success Guide*, please visit: www.drrickygallaway.com.

For more information about Transcontinental Consulting, LLC, please visit www.transcontinentalconsulting.com.

Differentiators

- View through eyes of customers
- Connect with others where they are
- No holds-barred & results-focused leadership approach
- Helps remove self-limiting belief
- Teach the power of discipline
- Hear and listen to my clients
- Challenged by my expectations, motivated by my experience and inspired by my belief in others.
- Help to create the bigger picture

Areas of Expertise

- Leadership & Management Development
- Strategic Planning
- Cross Culture Diversity
- Marketing vs Sales
- Executive Coaching
- Business Mastery
- Critical Thinker
- Direct Response Marketing
- Business Development & Scaling
- Team Building & Dynamics Training
- Diversity, Equity, & Inclusion
- English as Second Language (ESL)
- International Business Analysis
- System & Process Improvement
- Conflict Resolution Training
- Relationship Management

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