

Dan Brown

COACH & CONSULTANT

"Dan was my executive coach during my role as CFO for a \$5 billion health plan and delivery system during the first 18 months of the COVID pandemic. Dan is gifted with wisdom, grace, honesty, and a broad leadership toolkit that helped me to continuously adjust in a rapidly evolving leadership climate. Dan's insightful questions and coaching helped sharpen my focus and strengthen my passion to lead in new ways."

– Rob Ricketts, Chief Financial Officer, Somatus, Inc.

AT-A-GLANCE

- **INDUSTRY EXPERIENCE:**
Professional Services | Healthcare |
Construction | Technology |
Government & Public Sector |
International Development |
Nonprofit
- **28 years as an equity partner** in an international information company
- **Chosen by 300+ executives** in the past six years
- **Focus areas:** leading change, resolving conflict, team performance, and work-life balance
- **Culture and change** work with a federal agency unit
- **Team development with IT** directorate of a \$1B nonprofit
- **Next-gen leadership program** for a global professional-services firm
- International Coaching Federation accredited **Master Certified Coach**

Dan Brown works exclusively with leaders confronting today's most difficult organizational challenges. In just the last six years, more than 300 executives have selected Dan as their coach as they seek to improve how they lead change, create innovative solutions, resolve conflicts, boost team performance, and manage productivity. While meeting these and many other leadership challenges, they've restored balance between their demanding work commitments and personal lives.

Dan's coaching philosophy is best summed up by Shakespeare: "Beware of the stories you tell yourself, for you will surely be lived by them." Leaders and managers who partner with Dan as their coach soon discover the outworn, personal narrative they need to re-write to be more effective at what they do. At the heart of his approach is challenging beliefs that limit effectiveness, mining untapped gifts and deepening self-awareness while recognizing how others experience you.

Dan's work has taken him inside professional-services firms, major health care systems, global construction companies, software and ERP firms, Army bases, international relief organizations and many federal agencies. As a member of the coaching cadre for American University's Key Executive Leadership Programs, Dan has coached leaders preparing for Senior Executive Service positions.

Prior to becoming a leadership coach, Dan spent 28 years as an equity partner in an international information company. During that time, he served in many roles as the firm grew from start-up to 1,500 employees: publishing director; general manager and member of the board of directors. For six of those years, he oversaw the design and delivery of internal leadership-development programs for his firm's 150 managers and senior executives.

Dan's most recent work includes a flagship leadership-development program for 100 senior vice presidents at an international NGO; a Culture-and-change initiative for a 45-person unit within a federal agency; a team-cohesion and leadership-development program for the 15-person, information technology directorate of a \$1 billion, non-profit organization; and a next-generation leadership program for a worldwide professional-services firm.

