



CONSULTANT PROFILE

Hugh Blane

Partner and Consultant

Hugh Blane is a partner at the Effectiveness Institute—an organization committed to creating breakthroughs in the way individuals, teams and organizations perform. A subject-matter expert in leadership and influence, Hugh is a senior-level



consultant and coach who has worked with thousands of people in a wide variety of organizations including Starbucks, Microsoft, Spacelabs Medical, KPMG and Costco.

Hugh Blane is a compelling mixture of consultant, educator, coach and inspiring speaker who honed his consulting skills with renowned business author, Tom Peters. As a Senior Consultant with the Tom Peters company, Hugh equipped and inspired leaders to do something daily that moved them and their organizations closer to their greatest potential. With 20-plus years of management, sales and leadership experience, Hugh approaches his work with the firm belief that, discovering what matters to you, what motivates you and what you want to be known for is the first step in creating breakthrough performance.

Prior to joining the Tom Peters Company, Hugh spent 12 years as the owner and CEO of a financial planning firm where he reinvented what it meant to serve clients. He helped clients gain clarity about their financial goals, and then developed and implemented investment strategies that fulfilled these goals with less risk and greater personal control. The result was a host of satisfied investors who not only accumulated wealth but enjoyed a more rewarding and enriching life.

Hugh is action-oriented. He believes in making every day count, and he inspires those around him to do the same. In his client work, Hugh engages his audience and creates a fun learning environment by calling on his considerable skills as a stage actor. At the same time he utilizes his natural gift for empathy and clear communication to question, challenge and illuminate.

Hugh doesn't claim to be an expert about your products and services. You know your business best. He is an expert on helping you and your company achieve your fullest potential. In his consulting and coaching work, clients seek out Hugh's expertise on developing the leadership, teaming, communication and influencing skills that are absolutely necessary to succeed in business today.

In his free time Hugh has been involved with The Center for Career Alternatives as a mentor, and co-facilitates leadership seminars for at-risk children and their parents. He also enjoys acting and achieved a personal triumph when he was cast in the North American debut of The Salt Wound, a play written by fellow Scotsman Stephen Greenhorn.



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