

# Real-life Leadership



## Mike Foti, MBA

Chief Executive Officer, Cleveland Glass Block Inc.

President, Leadership Builders

Speaker, Consultant, Author

### Mike's Background

**Then:** (Mike's first week at the helm of Cleveland Glass Block) – Zero profitability. 3 locations – only one making money. Total debt – *Dismal!* 50% of workers don't show up after payday.

**Now:** (Cleveland Glass Block benefits from Mike's *Real-life Leadership*) – One of the **10 largest and most profitable** companies in glass block construction and distribution in the country. 7 profitable locations, no debt, led by successful people who have prospered through Mike's coaching and leadership. How did he do it? *Real-life Leadership*.

- There is no doubt Mike Foti "walks his talk." He is Chief Executive Officer of the successful *Cleveland Glass Block Inc.* and serves in leadership and ownership positions in *seven* additional partnerships and corporations, from the East Coast to the Rockies! And people are *noticing*. Cleveland Glass Block was chosen among the "Northcoast 99," a prestigious honor awarded to the best employers in northeast Ohio. Mike is also getting results while serving on 5 influential boards in education, regional development, and construction.

- Mike's ability and desire to develop and lead people resulted in the formation of *Leadership Builders*, a firm which focuses on speaking, coaching, and consulting in leadership, team building, and personal performance. Mike will share his knowledge, leadership approach and personal *wins and losses* to help you and your team get better results. Want someone who's "*been there?*" Look around, *get real*. Get MIKE.

### Mike's Education

- MBA – Case Western Reserve University (*a top 10 school for entrepreneurship*)
- BS in Business Administration – Carnegie-Mellon University

## Program Titles

### BUSINESS GROWTH AND PROFITABILITY

#### "Increasing Flow and Igniting Fire" –

For business owners and leaders who are looking to improve profitability right now! Proven ideas to rev up, clean up, and limber up your business.

#### "Leading for Entrepreneurial Success" –

Real-life techniques to develop courage, vision, and a sense of uniqueness to set your business a cut above the rest.

#### "Seeing the Forest from the Trees" –

Get out from under your "to do" list and create a bigger vision and results.

### TEAM RESULTS

#### "How to Create and Inspire a Winning Team" –

Develop world-class coaching skills to communicate, motivate, and inspire your team!

### LEADERSHIP CHARACTER, INFLUENCE AND RESULTS

#### "Unleashing the Hidden Tools of Effective Leadership" –

Managers and leaders can learn how to use delivery and humility to fuel growth.

### MOTIVATION/ PERSONAL PERFORMANCE

#### "Constructing the Framework of Success" –

Develop a solid foundation of focus, accountability, and appreciation to improve your business.

#### "Running the Race of Life with Purpose" –

Learn to find your purpose and use it to realize greater personal and professional results and satisfaction.

## Get Results

### Contact Mike NOW

**Mike Foti**  
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### Partial Client List

#### Construction Clients

- Glass Association of North America
- Home Builders Association of Akron
- Brick Industry Association
- Ohio Concrete Masonry Association
- Concrete Foundation Association
- Ohio Landscapers Association
- Automated Builders Consortium
- National Industrial Sand Association

#### Financial Services and Technology Clients

- Construction Financial Management Association
- McKesson Automation
- Nationwide Insurance
- Century Business Services

#### Education Clients

- Ohio State University
- Graduates Council
- Ohio Business Week Foundation
- Bowling Green State University

#### Entrepreneurship, Cultural, and Civic Group Clients

- Council of Smaller Enterprises/ Greater Cleveland Growth Association
- Leadership Euclid
- Lake County Development Council
- Cleveland Metroparks
- Junior League of Cleveland
- Enterprise Development Incorporated

### Real-life Reviews

*“As someone who has seen hundreds of presentations, I can attest to the superb performance of Mike Foti. Besides being very well prepared, his style is engaging and accessible, his passion is contagious, and the insights he relays are useful for a wide variety of constituents.”*  
 – Grant H. Marquit, Director, Entrepreneurial Education, Enterprise Development, Inc.  
 Weatherhead School of Management

*“I appreciated your ability to make concepts easily understandable and your poise and connection with the audience.”*  
 – Mike Trabert, Partner, Skoda, Minotti and Company

*“Your genuine and conversational style kept me involved to the end. Thanks for all the great tips on living more successfully and productively.”*  
 – Phil Fogarty, President, Weed Man Inc.

*“You provided superb insight on the importance of leadership, perseverance and compassion in shaping a successful business and building a fulfilling life. Your personal story about the \$250,000 brick provides an excellent mechanism for participants to ‘see’ your philosophies in action.”*  
 – Nancy Whetstone, Executive Director, Ohio Business Week Foundation

*“Your meeting was well organized, energetic, and timely.”*  
 – Patrick Williams, President, WCCV Flooring

*“Your ideas are impressive, but your humor and candid personal anecdotes were a huge hit as well. Our program’s success this year was a direct result of your participation.”*  
 – Jim Tann, President, Brick Institute of America



**LEADERSHIP**  
BUILDERS

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