



**CONSULTING SERVICES - TAKING YOUR BUSINESS TO THE NEXT LEVEL**

# Bruce Lande, Lead Consultant

**OVER 30 YEARS HANDS ON BUSINESS DEVELOPMENT EXPERIENCE**

**Trained, Mentored and Managed 100's of Sales and Technical Support people in the Explosive IT Industry of the 80's and 90's. Last year at Digital, had 15 direct reports and sold over \$25M of systems, software and services to Fortune 500 companies.**

**As an Entrepreneur, Coached and Consulted with 100's of Business Owners from start ups to companies with \$50M in Annual Sales improving planning, branding and image, leveraging technology, increased sales and profits for well over 50 companies.**

**AMERICAN BUSINESS NETWORKS      Managing Partner      2009 -**

Business Owners and Sales Professionals Achieve New Levels of Personal and Professional Success. Provide contacts, develop relationships, connect to customers, coach and consult with business owners and provide personal development workshops and seminars **Over 125 members and growing recurring revenue at the rate of 20% per month.** Strategies, infrastructure, partnerships and programs in place to exceed \$200,000 in recurring annual revenues by the end of 2013.

**NEWMARKET STRATEGIES, INC.      Senior Partner      2003- 2006**

Developed and implemented company sales and marketing strategy. Lead Preliminary Strategic Assessment activities and develop client profile information. Collaborate with and act as a liaison between client, research and strategic advisors. **Doubled the business every year for three years.**

**AEBIZ, Inc.      Founder & President      1998-2003**

Founded and managed start up Internet and computer services business. Employed up to ten people developing and managing websites and electronic commerce websites **to over 50 clients in two states generating \$10,000/mo recurring revenue.** Also developed and implemented computer services support for small business clients.

**Digital Equipment Corporation      Unit Sales Manager      1987-1998**

Served in various sales and technical capacities including account manager for several fortune 50 companies. **10 years above quota as an individual contributor and manager with 2 years in top 10% of 10,000 + sales force.** Acted as channels sales manager for upstate New York and worked as director of sales for one of the channels accounts. **\$25M Budget**

**Wang Computer Corporation      Sales Representative      1985-1987**

Sold word processing and computer systems primarily to large accounts in Syracuse, NY territory.

**Lande Professional Systems, Inc.      Founder & President      1980-1985**

Founded and managed a turkey computer systems business selling multi-user accounting systems to contractors and distributors. **Sold and installed over 25 mid sized computer systems.**

**Service Bureau Company (IBM/CDC)      Sales/Marketing/Training      1975-1980**

Began in field sales and spent two years in corporate headquarters as Marketing Programs Administrator and Product Manger. SBC sold batch processing payroll and accounting services.

**EDUCATION**

**BA - Business Mgmt /Org Dvlpmnt      Augustana College      1973**



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**Bruce Lande Testimonials**

	<p><i>"I was one of the original members of American Business Networks and have really enjoyed my association with Bruce. He is a very capable leader and I have enjoyed participating in the growth of American Business Networks. My dues are now covered until about 2020 based on new business revenue I have received.</i></p> <p><b>Jerry Martin, Martin Exterminating</b></p>
	<p><i>"Bruce is great! I always enjoy talking with him and discussing ways to grow our businesses. We have paid for our investment many times over and the business tips we receive from Bruce are invaluable.</i></p> <p><b>Jorge Vidal, State Farm Insurance</b></p>
	<p><i>"Our promotional products business owes much of its growth to Bruce. He has been a constant source of inspiration, knowledge and guidance. We have already received a better than 500% Return on Our Investment and continue to make valuable new connections"</i></p> <p><b>Mark and Janice Schmitz, InkIt</b></p>
	<p><i>"Bruce is a great networker and coach. He is very knowledgeable in many areas of business and developing the necessary business relationships to be successful. Meeting with him is always a great experience. One comes always away with a sense that he has helped you more than you realized.</i></p> <p><b>Pete Horeysek, Guaranteed Rates</b></p>
	<p><i>"We will save \$20,000 a year and have launched a new division as a result of our association with Bruce and the people he has connected us with. Bruce &amp; American Business opened my eyes to new possibilities for our business."</i></p> <p><b>Dave Fredricks, President FCM Services</b></p>
	<p><i>"Our business has exploded as a direct result of working with Bruce. He took the time to understand our business needs and directed us to countless resources that are helping us grow. We have received more value from the groups than we can even put into words. !"</i></p> <p><b>Sarah Holmes and Christopher Brown, Apex Video Productions</b></p>

**Real People – Real Results – Real Time**