

# Martin O'Neill

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## BIO

Martin holds a number of board level positions with mid sized companies, sits on the Business Advisory Board for the University of Maryland Baltimore County (UMBC) Tech Center and lectures in UMBC's Entrepreneurship Program. Martin lives in Maryland with his wife and their three children. Martin O'Neill has spent much of the last twenty-five years operating, consulting with, speaking to and researching companies with a focus on value creation, corporate culture and leadership development. As a business operator, he started and sold a company, positioned another for a leveraged management buyout and helped a third sell for a significant premium. He has coached scores of CEOs and spoken to thousands of employees. Today, Martin focuses on one thing: helping business leaders become the best version of themselves! He is a frequent speaker and consultant on leadership development, corporate culture and building enterprise value. He is the author of "The Power of an Internal Franchise", "Building Business Value" and the co-author of "Act Like an Owner" (Wiley). His latest book, "Next Generation Leaders" was published in the spring of 2016.

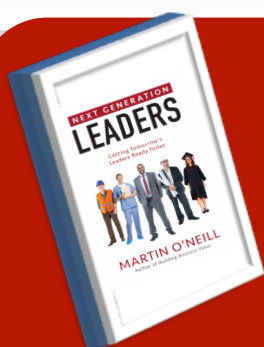
## PROGRAMS / KEYNOTES

**BUILDING BUSINESS VALUE** — Based on the book "Building Business Value", we construct a roadmap for building premium value in the middle market.

**DEVELOPING THE NEXT GENERATION OF LEADERS** — Based on the book "Next Generation Leaders", we address the challenges and opportunities when developing emerging leaders.

**HOW YOUR BUSINESS WILL PROSPER WHEN EVERYONE ACTS LIKE AN OWNER** — Based on the books "Act Like an Owner" and "The Power of an Internal Franchise", we explore the power of building an ownership culture.

*"Martin O'Neill is a tremendous speaker who is able to simplify the complex." Leonardo McLarty, CEO Howard County Chamber*  
*"It was an incredibly well-received talk, and his message was spot-on for our group." Kris Palen, Johnson Controls*



The Next Generation Leaders is designed to help you understand today's business climate by developing the skills needed to form and lead teams effectively, become a trusted advisor to your stakeholders and help you shape and grow your business. Next Generation Leaders will benefit team leaders, project and program managers, practice leads, field supervisors, future leaders, and anyone who has an interest in growing their leadership skills.