



Mary Adams has twenty-plus years of experience helping CEO's and CFO's conquer challenges such as growth, change, mergers and acquisitions. She has been a trusted advisor over the years to a diverse group of executives from early stage to mature companies in technology, services and traditional industry. Mary is a good listener, a studious thinker and an honest critic.

mary adams, cmc

Mary is a co-founder of Trek Consulting where she helps clients to grow their businesses. Her research, writing and management consulting skills help clients find and exploit the highest value intersections between their company's strengths and market opportunities. Her clients include privately-held and public companies of all sizes. She has played a significant role in the growth of dozens of companies.

In addition to consulting, Mary speaks, writes and is frequently quoted in the press on topics related to growth and the management challenges created for every business by the shift to a global knowledge-based economy. She is the founder of the Intellectual Capital Knowledge Center (www.icknowledgecenter.com) and has taught Strategic Thinking and Critical Thinking through Northeastern University's corporate training programs. She writes a monthly column on Strategic Thinking and has been published in *Mergers & Acquisitions*, *Executive Insights* and *The Management Consulting News*. In the 1990's, she co-authored a book with Michael Oleksak entitled, *Beisbol: Latin Americans and the Grand Old Game*.

Prior to founding Trek in 1999, Mary had a fifteen-year career at Citicorp and Sanwa Business Credit in Latin America, Los Angeles and Boston. She was a lender in high risk situations such as growth, acquisitions, and technological change. Her success in this role came from an ability to accurately evaluate the strategy, management, financial strength, and systems of companies in diverse industries which included technology, services, retail, and manufacturing of all types. At Sanwa, she closed over \$400 million in profitable business. This financial experience brings a distinctive perspective to Mary's management consulting practice.

Mary studied at Rice University and the American Graduate School of International Management (Thunderbird). Her first job out of school was teaching and writing managerial case studies in a graduate management program in the Dominican Republic funded by the U.S. government. Her leadership and financial skills also have contributed to the success of several non-profit organizations, including the Commercial Finance Association, the Neighborhood Co-operative Nursery School, the Popponesset Bay Yacht Club, and the Ron Burton Foundation. Mary speaks Spanish and French. She is currently the President of the Institute of Management Consultants New England.

Mary Adams is a CMC (Certified Management Consultant), a certification mark awarded by the Institute of Management Consultants USA as evidence of meeting the highest standards of consulting and adherence to the ethical canons of the profession. Less than 1% of all consultants have achieved this certification.

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