



biography of mary adams co-author of intangible capital



Mary Adams helps managers optimize their organizations to excel in the global knowledge economy. She is one of the leading US experts on intangible capital.

She has twenty-five years of experience helping CEO's and CFO's conquer challenges such as growth, change, mergers and acquisitions. As a trusted advisor over the years to a diverse group of executives from early stage to mature companies in technology, services and traditional industry, she has played a significant role in the growth of dozens of companies.

She blogs at Smarter Companies (www.i-capitaladvisors.com/blog) and the IC Knowledge Center (www.icknowledgecenter.com), a community she created to unite experts from the many disciplines and geographies interested in leveraging IC.

Mary speaks and writes often on topics related to intangible, growth and change. Recent appearances include ICAP Ocean Tomo Think Tank, New School Conference on the Future of the American Corporation, Financial Executive International, Association for Strategic Planning, Institute of Management Consultants and the Knowledge Management Forum. She has also taught Strategic Thinking and Critical Thinking through Northeastern University's corporate training programs. Mary's articles have appeared in Emerald's Business Strategy Series, *Mergers & Acquisitions*, *M&A Today*, *Financial Executives*, *Risk Factor*, *American Venture Magazine*, *Executive Insights* and *Management Consulting News*. In the 1990's, she co-authored a book with Michael Oleksak entitled, *Beisbol: Latin Americans and the Grand Old Game*.

In 2008, Mary launched I-Capital Advisors (ICA), a new practice within Trek Consulting, a firm she founded in 1999. Prior to that, 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. To be successful, she had to accurately evaluate the strategy, management, financial strength, and systems of companies in diverse industries—including 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 (BA Political Science) and the American Graduate School of International Management (Thunderbird-MA International Management). 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 Popponeset Bay Yacht Club, and the Ron Burton Foundation. Mary speaks Spanish and French. She is a past 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.