

# Amy A. Pearl

Chief Optimizer

DISC Profile: Dominant & Conscientious

“ I’m an obsessive planner and number cruncher who’s addicted to being busy. My word for this year is “healthy”, so I’ve been doing these crazy hard workouts and planning every meal. If I’m not driving kids around in my spare time, I’m enjoy a glass of wine with great friends! ”

Amy is the Chief Optimizer of the Collaboration Breakthrough Team. For almost twenty years, they’ve provided strategic solutions and simple tools to achieve your workforce goals. Amy specializes in helping individuals and entire organizations think differently and achieve more by bringing data to life through employee surveys, psychometric assessments, and 360° feedback assessments.

Back in the day, Amy enjoyed a twelve year career with M&T Bank, one of the country’s largest and most successful banks. As the manager of the bank’s flagship office, Amy was responsible for the retail bank’s largest client portfolio. Amy also led the design, development and implementation of a multi-million dollar effort to automate the sales and transaction processes of the retail bank. The beautiful thing about this job was that the bank was growing like crazy, but keeping back office operations lean. So, Amy’s responsibilities expanded to include oversight of large-scale projects in mergers and acquisitions, organizational development, sales and marketing management. Her creativity and project management expertise led to the successful implementation of some of the most ambitious initiatives of the organization. While working for you, she translates her strategic thinking and big business experience into simple, results-oriented solutions.

Amy and her collaborative team are in the top 2% of Everything DiSC Authorized Partners world-wide and they

are Master Trainers for the WorkPlace Big Five Profile. They design custom surveys and 360° feedback for Fortune 50 and Great Place to Work Top 10 organizations. The team is very proud of the fact that almost 70% of participants in their Aspiring Executives leadership development program have been promoted or advanced to higher level positions. This team makes things happen.

Amy received her BA in Economics and MBA from the State University of New York. She has taught, lectured and led workshops on collaboration, assessments, and leadership at a variety of conferences and universities. Her dedication to the economic health of Western New York is evidenced by the time and energy she contributes to charitable organizations. And, her contributions to the profession and her community have been recognized through numerous awards. She lives with her husband and two children in a “constantly being remodeled” house in Western New York.



THE  
COLLABORATION  
BREAKTHROUGH