

# Amy A. Pearl

## Chief Optimizer

### DISC Profile: Conscientious/Dominant



#### Here's the short story...

I'm an obsessive planner and number cruncher who's addicted to being busy. At work, I love really getting to know my clients and watching them succeed. I've gained a reputation as a no-nonsense yet fun-loving coach and facilitator who asks thought-provoking questions and delivers actionable ideas.

As a recent empty-nester, I enjoy travelling with my husband, playing golf, and sharing a glass of wine with great friends!

#### Here's the backstory...

I've spent the last three decades building strategic solutions and simple tools to ignite teams and workplaces - first, as a corporate gal, working for M&T Bank. As the manager of the bank's flagship office, I was responsible for the retail bank's largest client portfolio and I got to know a lot of the execs. I was so excited when they asked me to lead the design, development, and implementation of our branch automation programs. The bank was growing like crazy but keeping back office operations lean. So, my responsibilities expanded to include oversight of some of their most ambitious initiatives in mergers and acquisitions, organizational development, and sales support. While working for you, I translate my strategic thinking and big-business experience into simple, results-oriented solutions.

Now, I'm blessed to work with a fabulous, collaborative team. Their efforts have led us to be Diamond Award-winning Everything DiSC Authorized Partners and WorkPlace Big Five Master Trainers. We design custom surveys and 360° feedback for Fortune 50 and Great Place to Work Top 10 organizations. And over 70% of our Lead Ignited participants have advanced to higher levels of leadership. This year, we launched Fabulous Together to give professional women the coaching, connections, and confidence they need to have successful careers and fabulous lives.

Although it's just a distant memory, I earned my BA in Economics and MBA from the State University of New York. Since then, I've taught and led workshops on collaboration, assessments, and leadership at a variety of conferences and universities. Most importantly, I am super proud to have been born and raised in Western New York, where I live today. Go Bills!

Amy@WorkIgnited.com 716-276-8005

