

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 playing golf, riding my motorcycle with my husband, and sharing some bourbon 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 supported the retail bank's largest client portfolio and the executive team. I was so excited when they asked me to lead the design, development, and implementation of our branch automation programs. The bank was growing at a fast pace 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. While working for you, I translate my strategic thinking and big-business experience into simple, results-oriented solutions. I even wrote Amazon best-seller, [The Collaboration Breakthrough](#) to help you think differently and achieve more.

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 to be named HR Business Partner of the Year by the Society for Human Resources Management. We deliver assessment and learning solutions for Fortune 100 and Great Place to Work Top 10 organizations including Wegmans, Ingram Micro, Caterpillar, Barilla, and many small companies and not-for-profit organizations.

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

I welcome the opportunity to help you ignite your passion, ignite your team, and ignite your workplace!

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