**Laurie Howell**

**Bio and Professional Summary**

Over the past thirty years, Laurie has worked in the people business and along the way, has built, grown and sold three of five people focused companies. Laurie began her career with leading large teams of recruiting and staffing specialists and consulting with clients on their talent acquisition strategies. For the past 25+ years, Laurie has been consulting and advising private small to mid‐sized companies on their fuller people strategies. Laurie spent much of her time consulting with business owners and leaders ensuring their HR foundation and compliance needs were addressed and working with them to align their people, processes and systems. She believes that by addressing these fundamental organizational needs, a company is poised for success. Now with three exits behind her, she has turned her focus to help other small business owners prepare for their exits. As she’s learned, there’s much to do before lawyers and brokers. Laurie's network is vast, and clients benefit by working with her knowing she's backed by trusted partners and colleagues. Being an entrepreneur and business owner in the people operation's space provides a unique perspective as well as valuable insight into what other business owners and executives face with their people related matters and what buyers will be looking for. Further, Laurie holds an inactive license in real estate but she works with her family in real estate endeavors from rental properties, new construction builds, landscaping, private lending and more.