

BUSINESS FACT SHEET 2019



Experience: **14 years**

Business Consulting
Serving Professional Services Firms



Jesse Mahle

Founder and CEO

Mission & Vision

Creating corporate **confidence**, organic **growth**, key employee **retention** and higher **succession value** for businesses through highly customized one-on-one training, **empowering** firm professionals to convey their expertise confidently, comfortably and effectively.

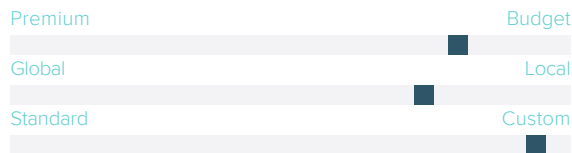
Why? Jesse Mahle founded Sebastian Lane Consulting because he saw clients struggling to reach their revenue goals and retain their best talent, despite unparalleled expertise in their field.

The missing ingredient? The ability to effectively convey that expertise to their clients. It hinders firms in retention of clients and prevents top employees from maximizing their potential.

Our Mission - Empowering firms to convey their expertise confidently, comfortably and effectively.

Our Vision - A client base where firms and their professionals maximize both their prestige and earning potential.

Position in the Market



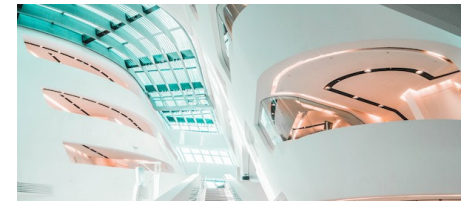
Products and Services

Sebastian Lane Consulting provides highly customized consulting, training professionals and support staff in client relationship building, corporate risk management planning, business development and sales management.

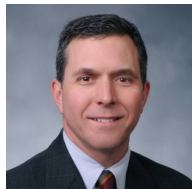
Firms crave an alternative to high-priced consulting which often neglects the aspirations, limitations, and motivations of the individuals being trained. Sebastian Lane Consulting provides clients with a cost-efficient, holistic approach to the growth of companies and their professionals.

Most popular teaming partnerships include:

- Annual Retainer w/free pilot period
- "Militia Sales" Training for Professionals and Support Staff
- Interim Sales Management



Board of Advisors



Tom Condrasky
VP, Business Development at Cybrary



Jeanette Delgado
Owner at JD Management Advisory



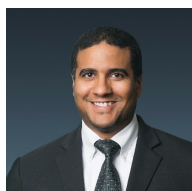
Myke Jones
President at Dynamic Services Integration



David Messersmith
President, Cross Insurance Coastal Region



Brad Rogers
Principal at Advanced Placemaking



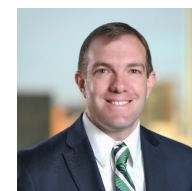
Ian Broadie
Partner at CohnReznick



Jason Weszka
Partner at Vision Financial Group



Angela Johnson
HR Director at RED-INC



Greg Currey
Partner at Wright, Constable & Skeen



John Halley
VP at M&T Bank