

About Dana Telford



Dana Telford, Principal Consultant of the Family Business Consulting Group, specializes in helping family business owners plan for succession and manage the complexities and opportunities that are inherent to family business. He specializes in succession planning, family governance, Board effectiveness, strategy, entrepreneurship and conflict management.

Dana earned an MBA from Harvard Business School and graduated Phi Beta Kappa from the University of Utah. He is a third generation member of a U.S. based commercial real estate firm.

Dana has advised hundreds of business families from many business sectors in a variety of sizes on six continents and in more than 18 different countries, including Switzerland, India, China, Philippines, Indonesia, Japan, Greece, Saudi Arabia, Belgium, Brazil, Kuwait, England, Mexico, Australia, Canada and the UAE. He works with controlling owner, sibling partnership and multi-generational family enterprises of all complexities and sizes, and across multiple industries. Previous clients include members of the Forbes List of the world's wealthiest, a royal family and founders of some of the world's largest organizations.

Dana has done work in a variety of industries, including real estate brokerage, development and investment, automobile dealerships, residential construction, heavy construction, heavy equipment distribution, aeronautical engineering, farming, medical services, health insurance, jewelry manufacturing and retail, landscape development, property management, ranching, manufacturing, manufacturer's representation, oil and gas exploration, home furnishings, hotels and lodging, banking, beverage bottling and distribution, trucking and retail grocery.

Dana has co-authored two books that have sold over 70,000 copies in four languages; the national best seller *The Integrity Advantage: How Taking the High Road Creates a Competitive Advantage in Business* and *Integrity Works: Strategies for Becoming a Trusted, Respected and Admired Leader*. He has been a guest lecturer at Harvard Business School, the University of Utah, USC, Cal State Fullerton, the University of Louisville, the University of Wisconsin, Centenary College, Thunderbird, Gonzaga and the American University of Kuwait. He has been a guest on ABC and FOX television. His research and writing has been quoted in *Investor's Business Daily*, *The Chicago Tribune*, *The Orange County Register*, *Toronto Globe and Mail* and others.

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