



**Tom Olivo** is the Founder and President of Success Profiles, Inc., a consulting firm that specializes in marketplace research and business performance measurement.

Established in 1990, the firm designs and provides organizational performance measurement instruments and database management services to clients, management consulting firms, accounting firms and affinity groups. The focus of the service offering is to create, measure and manage "actionable knowledge."

In his professional career, Olivo has over 18 years of experience in identifying, measuring and comparing the "commonalties" of highly successful athletes, business leaders and organizations. Olivo has worked in a multitude of industries with hundreds of senior executives and managers, emphasizing the importance of high performance standards consistent with "best business practices."

Olivo's work with Olympic athletes, coaches and successful business leaders led to the development of several unique diagnostic instruments that measure business performance. The Success Profiles methodology combined with a measurement framework and supporting research data, prove that consistent success in business today rarely occurs by accident. In fact, there are specific predictors, critical success factors, behaviors and business practices that contribute to success among people and organizations. These characteristics can be identified, measured, and compared over time as performance indicators to improve business results.

Throughout his life, Olivo has been very involved in competitive athletics. His collegiate career was highlighted by twice being honored as an NCAA All-American in the sport of Springboard Diving. As a coach, Olivo has developed athletes...

## Tom Olivo

### Speech Topics

- ☐ Personal Growth
- ☐ Peak Performance
- ☐ Management
- ☐ Leadership
- ☐ Healthcare
- ☐ Change