

## John D. Doehring, CMC

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John Doehring is an accomplished speaker, author, and (certified) management consultant focused in the professional services markets of design, planning, environmental, and construction. Founder and Managing Principal of *J. Doehring & Co.*, John and his colleagues provide advice and counsel on matters of significance: business strategy and planning, leadership development and transition, and breakthrough operations transformation. The firm's clients range from large to small, broadly-diversified to niche-specialist, around-the-block to around-the-world. John's passion is helping leaders to plan for the future, growth their business, and make more money.

For the last dozen years, John has counseled AEC industry executives and organizations - first as a senior leader in a market leading management consulting firm, and later with *J. Doehring & Co.* He has completed nearly one hundred engagements in strategic business planning and leadership development and transition. John has also created and delivered dozens of engaging, experiential, and educational training programs for both open enrollment (public seminar) and private client venues – in subjects that include managing the growing firm; management and leadership skills for principals; business development and marketing success for seller-doer principals and project managers; the laws of effective business execution; pricing, fee, and negotiating success secrets; and many others. John has touched thousands of industry professionals this way, and he is an engaging and entertaining, well-known, and sought-after speaker for national, regional, and local audiences at conferences and seminars, industry trade association gatherings, and private client events (including ACEC, AIA, SMPS, SAME, NSPE, SEA, Zweig-White, and PSMJ).

Before launching his consulting career, John Doehring was Chief Marketing and Strategy Officer at *Geologic Services Corporation*, and later *GSC/Kleinfelder*, where he led that company's planning, growth, and organization improvement efforts. Prior to his involvement in the AEC industry, he co-created and founded the highly successful, private equity-financed venture *Windward Petroleum, Inc.*, a rapid-growth, acquisition-focused consolidation play in petroleum specialty products distribution. John began his career with *Exxon Company, USA* as a petroleum production and exploration geologist, regional environmental business unit manager, and specialty products sales manager and business consultant.

John is also a popular writer on business and organization improvement subjects for professional services firms and their leaders, and he's been featured in many newsletters, magazines, trade publications, and websites. John is the author of *Fast Future! Ten Uber-Trends Changing Everything in Business and Our World (2015)* and *The BackPocket Business Plan! Outrageously Simply Business Planning for Extraordinary Business Results (2014)*. He is currently working on a new book on leadership: *Stop Eating Your Leaders! Get Going, Do What Works, and Ignite the Next Generation in Your Firm*.

John holds a BS in Geology and a BA in Biology from the *University of Texas at Austin*, and earned his MBA in Management and Marketing from *New York University's Stern School of Business*. John is an active member of the *National Speaker's Association* (the organization for professional speakers) and the *World Futures Society*, and is a Certified Management Consultant (CMC) with the *Institute of Management Consultants, USA*.

Born and raised in Texas, John lives today in Pepperell, Massachusetts with his wife Megan, and two of his five children.