



A couple years ago, I began talks with three other business owners regarding a merger our companies. Though the talks proceed well, we realized we would benefit by bringing in an outside professional to guide us through some pathfinding and tough conversations. Having worked with him a decade or so prior, and having stayed in occasional touch over the years, Jack Altschuler immediately came to mind as a pro – someone who could assist us with navigating these choppy waters.

Our group was travelling to Atlanta for a conference and had planned meetings for the few days leading it up to it. Fortunately, Jack was willing to travel to Atlanta to meet with us. In preparation for the meetings, Jack and I spoke on the phone on two occasions. In these calls I shared thoughts and notes and Jack listened and responded with an appropriate amount of probing; he also turned me on to some considerations for the meetings that hadn't occurred to us.

When we convened in Atlanta, we four were already concerned with the amount of content we intended to cover; further, Jack came with some ideas of his own built from our calls. I was a bit nervous about adding additional content and letting Jack steer the ship – but my fears were allayed. Not only did we meet our agenda goals, but we found that by including Jack's original content, and his suggestions on how to approach some of our items, resulted in a superior approach to the planning we four cobbled together internally.

I can confirm that Jack helped us work through some tough conversations we needed to have, that he provided insights on some matters we hadn't considered, that he came armed not only with his personal experience and insights but also takeaways and materials, and that he really led us through all of this work in a very safe, respectful, and productive manner.

About a year after Jack worked with us, we formally merged our businesses and now exist as a single team functionally, legally, and spiritually. And while the reality is we may have gotten there sooner if not for the rounds and rounds of reworking all the documents and legalese that comes with bringing businesses together, I have doubts that we would have made it by the date we did for not Jack's steady hand and involvement at the onset.

When the need again comes up for us to bring in a pro to help us with some internal development, pathfinding, internal challenges, and the like, Jack will be the first person we call. Thank you, Jack, for being who you are and doing what you do.

David Gelula
Principal Consultant and Corporate Manager
DataQuest Solutions, LLC