



William E. Kuhn & Associates

Consultants to the Office Products Industry

Bill Kuhn

Bill Kuhn is a noted facilitator, consultant, and writer who has over 35 years of management and consulting experience. Working closely with dealer principals and their management teams, Bill helps dealers achieve marked improvement in their business results. He conducts workshops and consults in the areas of strategic planning, leadership and management development, financial management, and organizational/people issues. His consulting engagements also include executive counseling, succession planning, business valuations, and merger/acquisitions.

Bill has presented papers and seminars to the industry trade association Neocon and other dealer, manufacturer, and wholesale groups on the topics of leadership, management development, financial planning, business valuation, and the trends and future of the office products industry. He was a monthly columnist for *Geyers Magazine* for 17 years and for *Salesmarts* (Herman Miller's monthly dealer publication) for 25 years until the publication was discontinued in 2007. He also authored a series of management texts written for Herman Miller, Inc., has written papers for Knoll and Haworth peer groups, and authored the trade association's handbook on Dealer Financial Management. Currently, Bill is a frequent columnist for OFDA's *Office Furniture & Design* and NOPA's *Office World News* magazines, as well as a regular columnist in *Independent Dealer* magazine. He recently participated with international consultant, Robin Stuart-Kotze, in his book, *Who Are Your Best People? How to Find, Measure and Manage Your Top Talent*.

Bill's management experience includes positions as President of the largest office products dealer in the Rocky Mountain region (1968-1980) as well as turn-around President of a high-tech firm. Prior to that, Bill was Treasurer and Chief Financial Officer of a large brick manufacturer.

Bill has been active on the Board of Directors of corporations, as well as serving as an officer, director, or committee member of numerous professional, community, and civic organizations, most recently accepting an assignment on the Stewardship Committee for Children's Hospital in Denver, one of the top-ranked hospitals in the nation.

He conducts a portion of his business in the United Kingdom where he and his wife own a second home.

A Phi Beta Kappa, Bill earned his B.A. from the University of Colorado and his M.B.A. from Harvard Business School.

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