



James J. Talerico, Jr.
Founder and CEO
Greater Prairie Business Consulting, Inc

JAMES J. TALERICO, JR.

Helping SMBs Maximize Their Performance and
Exit in Today's Complex Business Environment

M meet James J. ("Jim") Talerico, Jr. Certified Management Consultant (CMC®) and the founder and CEO of Greater Prairie Business Consulting Inc., (GPBC.) GPBC offers small, mid-sized, and large companies results-oriented consulting services utilizing a proven, proprietary processes designed to improve the performance of any business and provides important ancillary services through its strategic alliances – including business exit planning, succession planning, M&A, financial planning & tax advisory services and business financing – to its' exit planning clients.

Jim started working as a newspaper delivery boy at the tender age of nine. Today, he is an award-winning author, speaker, and nationally recognized small to mid-sized (SMB) business expert. With over 3 decades of diversified business experience, Jim has a solid track record of helping business owners across the U.S. and Canada.

Over the years, Jim has worked with countless entrepreneurs and business owners and helped them maximize the performance of their business. His experience as a Consulting Director, Quality Manager, Project Manager, and Consultant has given him a unique understanding of small business challenges. With over three decades of small business experience, Jim has had the opportunity to work with many INC 5,000 companies, which provides him with a unique understanding of the problems that small businesses face and how many of them achieve great success. In fact, Jim is an expert at assisting his clients in introducing the needed systems, procedures, controls, and industry best practices, and can have a transformation effect on virtually any business in a short period of time.

Helping Businesses Achieve Better Results

Jim's company Greater Prairie Business Consulting, Inc, utilizes a three-step proprietary process for improving any business that includes:

- An objective, third-party business analysis, and comprehensive findings report
- Professional assistance with change implementation, and
- A post-consulting follow-up program designed to ensure "project alignment & attainment," along with a "substantial project ROI."

Recently, Jim received his certification in exit planning to educate business owners about their different exit options, which, he maintains, most small and medium business owners and their experts don't fully understand. With his new certification in exit planning, Jim is now equipped to educate his clients about their options and to help them create a customized exit plan based on their goals and objectives. With Jim's help, business owners can create the perfect exit plan to maximize their exit.

Navigating the Pandemic

The pandemic was difficult for everyone, and Jim was no exception. As a consultant, his business relied on face-to-face client meetings, but the pandemic made that impossible. So, he spoke on Bloomberg talk radio about the impact of the pandemic on small business owners and shared his thoughts and insights with a wider audience. He also packaged his thoughts into an award-winning

comprehensive toolkit for small business owners, which he believes was the most comprehensive product of its type to help small business owners survive the Covid-19 crisis. Today, Jim's toolkit remains relevant because it can be used as a guide for creating a comprehensive disaster plan so businesses are better prepared for the next crisis.

Helping Small Businesses Focus on Ethics

Jim has always been passionate about ethics, as he knew it was an area where many small businesses struggled. They often lack the resources and expertise to create a comprehensive ethics program. So, Jim decided to take action and self-publish a unique ethics certification program for SMBs called "8 Steps to Becoming an ETHICS-FOCUSED ORGANIZATION." This program helps small businesses create a "closed loop system" for improving ethics in their organization.

The program won the Better Business Bureau's Torch Award for Ethics for the North-Central Texas Region in 2021, followed by the Better Business Bureau's International Torch Award for Ethics in 2022. Recently, the program won a Gold Stevie "Ethics in Sales" Award at the 17th Annual International Stevie Sales and Customer Service Awards®. Participants who complete the certification program are eligible to receive 8 CEUs from the University of Texas at Arlington's Division of Enterprise Development. This gives the program even more credibility and makes it a valuable addition to any small business owner's resume.

Awards and Accolades

Jim's dedication to helping small businesses and his commitment to excellence have not gone unnoticed, as he was recognized with numerous awards in 2022.

Jim received two Gold Stevie Awards at the 20th Annual American Business Awards ®. The first was for "Thought Leader of the Year," recognizing his expertise and influence in business consulting. The second was for "Media Hero of the Year During Covid," highlighting his efforts to help small businesses during the pandemic.

In addition to these awards, last year, Jim was named "Texas Business Consulting CEO of the Year" by CEO Today Magazine. He was also awarded an "Outstanding Leadership Award" at the Money 2.0 Conference for his contributions to the financial services industry, and Entrepreneur Magazine identified him as a "Top 10 Management Consulting Entrepreneur to Watch in 2023." This year, Jim won a Bronze Stevie Award for Best Entrepreneur in 2023 in the Category of Business & Professional Services at the 21th Annual American Business Awards ® and a Gold Stevie Award for "Ethics in Sales at the International Sales and Customer Service Awards ® watch in 2023.

These awards and accolades are a testament to Jim's hard work, dedication, and passion for helping small businesses succeed. His innovative ideas, exceptional leadership, and commitment to ethics have earned him the respect and admiration of his peers and clients. Jim is truly an inspiration to anyone looking to impact the business world positively.



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