

NEWS RELEASE

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Sullivan Launches Executive Coaching For Construction Industry

Sullivan & Associates to Provide Executive-Level Coaching for Contractors and Builders

Honolulu, HI – www.SullivanHI.com – Garrett Sullivan, former president of Kaikor Construction and 30-year industry veteran, has launched an executive-level coaching consultancy for contractors and builders. The business fills a void for Hawaii construction companies looking to increase revenue and become market leaders.

“Although some CPA firms offer financial planning for contractors, there has not been an industry-specific executive coach who knows the construction business inside and out,” says Sullivan. “I launched this consulting practice to share what I’ve learned in the business over 30 years.”

Sullivan has a proven track record of success. He was the 2010 SBA Oahu Small Business Person of the Year, the Past President of the General Contractors Association of Hawaii and the Past President of the Hawaii Chapter Construction Financial Management Association (CFMA). Under his leadership, Kaikor Construction was featured by *Hawaii Business Magazine* as one of Hawaii’s Best Places to Work for three years. He is also Hawaii’s sole licensee for Ownership Thinking, a business process which provides contractors the training and tools required to develop a workforce of “ownership thinkers” who will become active participants in their company’s financial success. Ownership Thinking has been described by some as the business process for the 21st century.

Sullivan expects to see growth for Hawaii’s construction industry in the coming years. “The industry has taken a significant hit in the recent past, but that trend is coming to an end due to improving economy, APEC, government contracts and the rail project,” he says.

Although he expects construction to increase, Sullivan predicts that his own business will operate below the radar. "Hawaii's construction industry is extremely competitive," he says. "This business requires a high level of confidentiality. As a result, to maintain effectiveness, my consultancy will maintain a short list of clients," he says, noting that his business philosophy prohibits him from sharing his client list. "My vision is to quietly and strategically help the leaders of the construction industry unlock the potential the within their businesses."

About Sullivan & Associates, Inc.

Sullivan & Associates, Inc. is an executive coaching consultancy focused solely on the construction industry . It was founded in 2011 by 30+ year construction-industry veteran Garrett Sullivan. For more information, please visit www.SullivanHi.com.

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FOR MEDIA ONLY: For electronic photos, graphics or an interview with Garrett Sullivan, contact Julie Ford at 808-384-3386 (mobile) or julie@SchweitzerConsulting.com.