



Senior Consultant

Rich Litt

Alpharetta, Georgia

Following his 30-year career at ADP, Rich joined FranklinCovey in 2015, specializing in The Four Disciplines of Execution and Leadership Development.

Rich was a Global Sales Manager for ADP's Multi-National Corporations Division. In this role, Rich had global responsibility for some of the largest Fortune 100 corporations. Prior to that, Rich was the VP, General Manager for ADP's Small Business Services where he was responsible for 400 associates across eight locations, servicing 75,000 clients generating \$175 million per year in revenue. His focus on team building and the "discipline of execution" propelled his division.

Rich is a versatile leader, having held senior-level executive assignments in sales, corporate sales operations/training, and general management/service with a consistent track record of attaining strong results during periods of organizational change.

Rich holds a bachelor's degree in marketing from the State University of New York at Albany and has completed the Executive Program in Corporate Strategy at the University of Chicago's Graduate School of Business. He is an avid tennis player and keyboardist for several rock cover bands.

Education & Certifications

- State University of New York at Albany
- Chicago's Graduate School of Business Executive Program in Corporate Strategy
- The Five Behaviors of a Cohesive Team Certification
- DiSC Certification

Highlights

Implemented over 100 clients onto the 4 Disciplines of Execution Framework

Coached over 1000 leaders on driving team behavior change to achieve superior results

Collaborated with dozens of Senior Executive Teams on organizing their strategy into executable components

Keyboardist for Atlanta 70's and 80's Cover Band

Avid tennis player
