

# 4 Most Important Things To Know About Your Coach: *Karie Kaufmann is...*



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## A Coach Who Gets Results...

Since 2005, Karie has helped over 1000 business owners and executives achieve their goals, and take their business to the next level. Her clients have achieved double and triple-digit growth in profitability, accomplished through improvements in sales, marketing, team training, systems development and strategic planning. She helps business leaders work through the roadblocks and growing pains of rapid growth, enabling sustainable growth and profitability that exceeds the industry average.

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## An Accomplished Business Professional...

Karie began working in the family business at age 14, and spent the next several years wearing various hats, from marketing to operations and process improvement. After transitioning to marketing and public relations at the corporate level, Karie went on to manage key accounts for a high tech company. Her real-world business experience coupled with a track record of corporate success make her an invaluable resource for business owners and executives. While she has received multiple awards as a Coach, the awards she is most proud of is those that her clients win – including the Business Excellence Forum awards for “Fastest Growing Company” in 2018, and “CEO of the Year” in 2018 and 2019, and the BizX winner for “Best Service-Based Business” in 2020 and Women Owned Business of the Year in 2022.

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## Pretty Darn Smart...

But doesn't pretend to know it all. As both a Scaling Up Coach and an ActionCOACH, Karie belongs to a network of over 1,000 business coaches in over 80 countries. With this network of brain power, along with her M.B.A., Bachelor of Science degree in Business Marketing, and over 10,000 hours of coaching experience, Karie is skilled at breaking down complex issues into simple steps, and has the tools to help her clients succeed. She has been also honored by the University of the Pacific as an outstanding alumna, is a Certified Toastmaster, and has been inducted into the ActionCOACH Global Hall of Fame.

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## A Devoted Wife, Mother, and Community Member...

Scott Kaufmann is Karie's favorite person, and loving husband of 20 years. As the mother of two young children, Kenzi and Cole, Coach Karie lives what she teaches by putting family first, based on her philosophy that being in business should give you more life, not suck the life out of you. As a family they are active in the community, having served together on the board of Kids4Tech and volunteered extensively at Boys & Girls Clubs of America. Karie currently serves on the board of Newbreak Church and is a Lifetime Partner and financial contributor to B1G1: Business for Good.

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