

Advisory Overview

Sanitized overview. Details and identifiers intentionally removed.

Matt's role

Matt is not a “let’s talk it out” advisor. He’s the person leaders call when the stakes are high, the room is political, and the margin for unclear decision-making is zero.

He serves as a decision partner - part operator, part coach - bringing judgment, structure, and language that helps leaders move fast without creating mess downstream.

Credibility

- Executive Leadership Coach at Harvard Business School
- 30+ years as CEO across multiple organizations, leading a 500+ person team
- 150+ coaching relationships across leadership, enterprise dynamics, and complex transitions
- 250+ fundraising events produced and/or led, where the “experience” had to perform
- Known for turning messy, emotional, and politically charged situations into clear decisions and follow-through
- Worked with hundreds of athletes, celebrities, high-net-worth individuals, institutions, corporations, governments, foundations, and nonprofits.

Where Matt is most useful

- High-stakes decisions with incomplete information
- Board, founder, partner, and exec-team alignment when incentives conflict
- Messaging for consequential asks (funding, strategic shifts, sensitive moves)
- Transitions where morale and trust are fragile and clarity matters more than inspiration
- Fundraising strategy and experience design when donors need premium moments and trust
- Governance dynamics: decision rights, escalation, cadence, accountability

The kinds of situations people pull Matt into

- “We’re stuck in debate loops and every meeting resets.”
- “I have to walk into a power room and win it quickly.”
- “We keep revisiting decisions because assumptions and trade-offs aren’t written down.”
- “A key stakeholder is creating friction and the politics are getting dangerous.”
- “We have donors, but our events feel generic and we’re leaving money on the table.”

How Matt works

Matt’s pattern is consistent:

- Clarify what’s true vs assumed, and what decision actually needs to be made
- Write down constraints and trade-offs so the room stops arguing in circles
- Build a clean stakeholder strategy: engage, ignore, escalate (and how)
- Rebuild the message so it lands with the decision-maker
- Leave with owners, next moves, and a cadence that survives after the meeting

Common output

- Decision Brief (1–2 pages): decision, constraints, options, risks, recommendation, owners, open questions
- Assumptions list: what this relies on and “what would change our mind” triggers
- Stakeholder map: incentives, objections, risks, and a plan for how to handle each person
- Talk track / script: what to say first, what to cut, and how to handle pushback without spiraling
- Cadence plan: the minimum rhythm needed to keep momentum and accountability real

Engagement shape

- Quick intake to frame the decision and the room (stakeholders, politics, constraints)
- Weekly, biweekly, or monthly cadence focused on the *next decision*, not endless discussion
- Optional working sessions: board prep, leadership offsites, team resets, donor strategy