

The Most Important Things You Should Know about  
ACTION Business Coach Marshall Saunders



1. I have over 20 years of financial and managerial experience leading success oriented teams in Fortune 100 financial services companies.
2. I have consistently delivered exceptional financial results, built high quality teams, and personally developed and guided future leaders.
3. I have broad-based experience in finance, operations, marketing, employee relations, recruiting & training, management development, customer service, and business process & organizational design.
4. I managed an administration department in life reinsurance:
  - Implemented an automated system administering reinsurance resulting in eliminating manual processes, creating efficiency enhancements and obtaining \$3 million of refunds from overpayments.
  - Reduced payable backlog on premiums from one year to thirty days enhancing controls and compliance and resulting in savings of five work days per month.
  - Implemented procedures for quicker reimbursements for insurance claims resulting in reducing receivables and accelerating cash inflows which earned in excess of \$2 million.
  - Managed the integration of a major reinsurance administration system resulting from a merger two Fortune 100 insurance companies.
  - Strong supervisory experience in accounting and internal control - Public and Private
5. I am a Certified Public Accountant and earned an MBA from Pace University. Undergraduate degree from Virginia Tech.
6. I provide clients with focus, objectivity and accountability...so they can work ON their business, not IN their business.
7. I am an Adjunct professor in the Business Department at Passaic County (NJ) Community College.
8. I am Active in community life – member of Livingston, North Essex, and Morris County Chambers of Commerce, BNI networking group, member of Livingston Township Transportation and Budget citizens' advisory committees.