

M. G. Wolff & Associates, Inc.

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Biography

Michael G. Wolff

After graduating with a B.S.B.A. degree from the University of North Dakota, Mr. Wolff began his business career in 1983 by working in sales and marketing for Wolff laboratories, Inc., a veterinary reference laboratory.

In 1986, he joined the consulting division of IMPACT as a Business Analyst, where he worked primarily on business development and capital acquisition projects. In January of 1988, Mr. Wolff was promoted to Consulting Division Manager and two years later was given additional corporate level responsibility for strategic planning, new service development, and acquisition/divestiture management. During this time Mr. Wolff received his certificate in Continuous Improvement from the Deming Institute on Total Quality Management.

In 1991, Mr. Wolff left IMPACT to begin working independently providing market/product development, capital acquisition, and strategic planning services. This work lead to an opportunity to partner with Industrial Psychologist Dr. Joel Brown and in 1995 they founded Brown Wolff, Inc. where they provided organizational design, organizational development, and leadership development services often in support of reorganization and acquisition efforts.

In 1998, Mr. Wolff began working as an independent contractor on sourcing and analyzing acquisition opportunities for individuals, companies, and private equity firms. Transactions ranged from \$50K to \$20 million. With the belief that entrepreneurship is the corner stone to everyone's prosperity and endeavoring to promote it, Mr. Wolff formalized his consulting business, M.G. Wolff & Associates, Inc., with the mission of helping people realize their entrepreneurial vision.

In this effort, Mr. Wolff writes business articles for publication (was a regular contributor to *Minnesota Business & Opportunities* magazine), teaches classes, delivers seminars, gives presentations, and volunteers for non-profits supporting entrepreneurial efforts. His work typically revolves around start-ups/acquisitions, organizational growth and development, and exit planning/divestitures.