

BIOGRAPHY

In 1998, **Bill Napolitano** created The Institute For Business Excellence®, a world-class coaching and consulting firm dedicated to turning potential into performance.

His execution of results-driven, innovative approaches enables clients to optimize their CASH, REVENUE and PROFITABILITY...and build HIGH PERFORMANCE TEAMS.

Over the years, the scope of Bill's practice included entrepreneurs, family-owned businesses, larger corporations and not-for-profit organizations in dozens of industries both nationally and internationally. Most of his work is in the automotive industry where his career began. He has worked in retail sales and sales management. He served as General Manager of a multi-dealership auto group in the Boston area with revenue in the \$300,000,000 plus range. Earlier in his career, he was a District Sales Manager for both Chrysler Corporation and Chevrolet Motor Division as well as Director of Dealer Operations for an international Sales and Service Training and Consulting firm.

In 2015, he scaled up The Institute and joined forces with Mike Mirau. Together with three other partners, they are known as **ProActive™** Leadership Group with offices in Boston, Dallas, York, PA and San Diego. (www.resultsimproved.com). He is co-author of the book, "The Real Power of Leadership and Influence", which was released in 2016. In 2025, he released his new book, "The Dealership Manifesto", The Eight-Step Roadmap to Industry-Leading Profitability. (www.thedealershipmanifesto.com)

He has earned numerous certifications from Target Training International, Innermetrix, Resource Associates Corporation, Total Quality Institute, Trusted Advisors Network, Gazelles International, Scaling Up, Gravitas Impact Premium Coaches and Metronomics, The 3HAG™ Company.

Bill lives in North Attleboro, MA with his wife Roseann. They have 3 adult children and 4 grandchildren.