

# Shocking Profit Speaker Sheet

**Tim Van Mieghem,**

**Author of the #1 International Bestseller “Shocking Profit”**

**Why Tim for MBA Programs**

MBA students are tomorrow’s business architects. Shocking Profit reveals how extraordinary results are often hidden in plain sight—inside everyday operations. Tim Van Mieghem empowers students to spot those opportunities early in their careers and lead with a problem-solving mindset that drives measurable impact. His sessions are fast-paced, practical, and rooted in real-world successes across industries.

## Student Takeaways

- Learn to think like investors and operators
- Gain frameworks to assess any business rapidly
- Build leadership habits that foster continuous improvement
- Bridge the gap between classroom theory and real-world impact

## Key Speaking Topics for MBA Audiences

### 1. Uncover Hidden Profit in Any Business

*Learn to see what others overlook.*

Tim teaches students a practical framework to find untapped profit opportunities – without new products or price increases. MBA audiences discover how to analyze operations like investors, identify constraints, and align teams around profit-driving action.

#### Key Takeaways:

- A simple, repeatable methodology for diagnosing operational blind spots
- How to quantify hidden profit potential
- Real examples of companies unlocking millions through internal improvements

### 2. Building a Culture of Problem Solvers

*Leadership isn’t about having all the answers – it’s about creating a culture that finds them.*

Tim explores how great leaders develop organizations that solve problems continuously, not reactively. Students learn how to foster accountability, curiosity, and cross-functional collaboration from day one in their careers.

#### Key Takeaways:

- How leadership behavior shapes organizational culture
- Frameworks for scaling problem-solving capabilities
- Tools for engaging teams in sustained improvement

### 3. From MBA to Value Creator (Optional Keynote or Fireside Chat)

*The gap between academic strategy and operational execution is where careers are made.*

Tim shares stories from the field – where bright strategies failed without operational discipline, and where simple improvements generated “shocking profit.” Students walk away with a leadership lens that sets them apart in consulting, investment, and corporate roles.



## About Tim Van Mieghem

Tim Van Mieghem is a sought-after advisor to private equity firms and mid-market CEOs. As co-founder of The ProAction Group, he has helped companies uncover over \$1 billion in hidden profit by applying disciplined operational analysis and leadership frameworks. His book, *Shocking Profit*, distills decades of hands-on experience into clear, actionable methods.

## Formats

- Keynote (30–60 min)
- Interactive Workshop (60–120 min)
- Fireside Chat / Guest Lecture (45–60 min)
- Custom MBA Modules (case discussions, frameworks, student consulting tie-ins)

