



Focus on the Future

Guest Predictions: Gerhard B. Schwandt

Guest Predictions is a regular feature in which we ask leaders in a number of professions questions that affect us all.

Gerhard B. Schwandt, Senior Partner of Management Partners International, Inc.

"Efficiency is the ability to accomplish any task to good/excellent results (Effectiveness), without wasting time, money, materials or resources, but instead utilizing all available resources in an optimum way. This is accomplished while enhancing the quality and harmony of the workplace and creating a better work / life balance. Always moving closer to the ideal is what my clients accomplish."

Gerhard Schwandt was born, raised, and educated in Germany where he apprenticed as an Executive Chef. He served 2 years in the German Air Force, arrived in the USA in 1973, working as an Executive Chef and within 3 years achieved a 5 Star rating, plus a Michelin Star. In 1979 Gerhard involved himself in sales. After an initial learning curve, he became the top salesman for the company, and then purchased the company. He is now the owner of a Promotional Company, a Consulting Business and an Import Business. He also worked for 5 years as an International Speaker and for the last 12 years as an Efficiency Expert - Plus, which includes being a Business - Executive - Life - Team - Career - Success & Leadership Coach.

A sample of his client list includes: American Red Cross National Headquarters, Sprint - Nextel, STC, Ameriprise Financial, Merrill Lynch, McLean Mortgage, Palmercare Chiropractic, Dr. Li Smile Center and many more...

Q: What do you see as the key emerging uses of the internet for an Efficiency Expert?

A: Being able to access key information no matter where you are in the world. This way you can access answers to questions that are relevant to your clients.

Q: What surprising applications of the Internet have you found in your field as an Efficiency Expert?

A: Getting connections and contacts from organizations and people I did not even know existed but are of great value.

Q: What have been the "Best Uses" of the Internet for you?

A: Two things: 1 – establishing myself on LinkedIn which within 5 years has resulted in a network of 30,000 connections on my first level alone. 2 – being able to access important business information and references from my office computer while out of the office without any problem.

Q: What should be avoided when dealing with the Internet?

A: Limited, very limited distribution, if any, of personal information on social networking sites.

Q: Which next steps might you recommend for all of us to take?

A: Find the interest, activity, business and organizational groups you want to connect with and make yourself known on their networks.