

Steven Clute

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Award-Winning Chief Executive

Award winning entrepreneur, innovator and networker who is a successful analyst, creator and team builder holding more than 30 years of entrepreneurial experience in market leading innovation, organizational assessment, planning and growth, P&L, competitive analysis, strategic creation and implementation of change initiatives. As CEO, I have demonstrated integrity and dedication to building positive global relationships while analyzing internal operations, growing businesses and leading teams to success. Additionally, has provided executive coaching to professionals of various backgrounds from C-Level Executive to Board of Directors and more.

ACCOMPLISHMENTS

Created, launched, and consulted on hundreds of diverse business projects, sized from \$5K to \$50M of investment capital, venture funding and hundreds of investors.

Developed numerous corporate initiatives, technology commercialization and new business development ideas for private, public, and entrepreneurial enterprises including small to mid-size ventures.

Managed everything from creating and launching complicated healthcare technology initiatives to development and building of large multi-site real estate projects, construction management, turnarounds, business acquisitions and exits, start-ups, packaging and selling banks to leading business recovery from natural disaster.

SKILLS & EXPERTISE

Leadergized Global - Chief Executive Officer (CEO) (07/1999 – Present)

Established and built the company from \$0 to \$25m as a contracted strategy, innovation, and biz dev leader.

Contracted to successfully build the first MSP driven re-seller channel for the national launch of IV Desk.

Consulted on the final launch phase to bring a high impact peripheral arterial disease cure to market.

Enabled an Australian company to become a publicly listed corporation operating around the globe.

Led R & D to organize and attract buyer for 5 site banking group while under FDIC management. \$5.5 million.

Strategic consultant in the merger of two real estate technology development and marketing companies.

Presided over a business technology start-up and grew GP from \$0 to \$2.7m in just over two years.

Played an instrumental role in securing over \$100 million in business funding.

CEO & Chairman of the Board – HealthEFirst LLC (02/2014 – Present)

Organized and launched a full ERP / BPM SaaS solution. Raised \$3 million in launch capital, recruited the team,

formed partnerships, built brand, diversified the technology and closed sales, to prove a scalable growth model.

Recognized by CIO Review Magazine as one of The 20 Most Promising Healthcare Companies in 2020.

Managing Member – AtEase Glasses LLC (02/2017 – Present)

Defined and executed a robust strategy to launch a new, unique healthcare device to market.

Exploited six industry category distribution channels and offshore manufacturing relationships.

Formed a corporate leadership team and transformed the business into a \$multi-million operation.

Researched, developed and patented all new optical healthcare device.

Partner – Viral-Sign (05/2021 – Present)

Assisted with go to market launch of VIRAL SIGN which is an advanced screening science designed to help employers, health systems, and government agencies create site-safe work environments for their employees, customers, guests and visitors. The sub dermal screening algorithm driven science is distinguished by the technology's ability to identify the presence of virus in individuals during the pre-symptomatic phase which is prior to the onset of symptoms and risk of spread.

Strategic Partner – Center of Addiction and Faith (03/2020 – 11/2020)

Consulted at the founder level to build the organizational structure to acquire essential funding and partnerships to launch a vital and timely ministry. "Educating Clergy, Faith Communities and Caregivers About Addiction and Offering the Hope of Recovery to both the addicted, and those who love them."

Business Partner – Digital Solutions (11/2014 – 02/2017)

Co-built ICP 100 channel sales for newly released Insights Technology and Inbound Advisor services.

Facilitated access to capital and introduced the company to suitable networks for new technology.

Steve Clute

Co-Founder Board Member – Unity Revival Movement (07/2020 – Present)

Created and launched a new For Profit / Not for profit organization for the purpose of uniting the diverse communities of the world through the Christian message of love and to offer HOPE that leads to cultural TRANSFORMATION one person at a time.

The Clinic

Contracted to assist medium size (four doctors and massage therapist) chiropractic clinic owner in his effort to justify valuation, form strategies and successfully exit his established practice to another DC. We used current financial and market data and created pro forma operating statements to establish reasonable baselines and then delivered terms and conditions to mitigate risk, maximize reward and negotiate an agreement acceptable to all involved parties. The sale was completed successfully on a positive note for both the buyer and seller.

Reven Pharmaceuticals

Founding member and consultant who supports the web site services, business advancements and capital funding... Today we are in Phase 2 of FDA trials and have 17 independent patents for a variety of disease treatments including cardiovascular healing, cancer treatment, mental health, respiratory disorders, and others. Rejuvenex is an all natural treatment that has shown no negative side effects in any of its human and animal trials..

The Sustainable Technologies Development Park

Developed the concept and formed team of credible and committed leaders to spearhead a property development project creating +500 jobs in an economically depressed region and link the public and private sector through innovative healthy food production, net zero housing and solar energy. This is a \$30 million project lead by supporters from local, regional, and national business and government. The project brings incredible benefits to the economy as well as society through cooperation and synergistic development of companies that care for the health and well-being of both humanity and the environment.

Health Industries

Founder and CEO created and built first full service, coed health and wellness center in the Upper Midwest. Recruited, trained, and lead more than 200 teammates to be creative, energized and innovative in developing wellness and health curriculums and delivering programs, services and products with the character and attitude needed to keep the entire community excited and motivated to actively maintain and improve their health and well-being. Employed doctors, nurses, nutritionists, exercise physiologists, and certified trainers to develop innovative health care systems. Lead more than 100,000 clients to understand the process and value of healthy decisions and lifestyles. Created and engaged health projects and partnerships with such companies as Microsoft, Blue Cross Blue Shield, Meritcare Health System, Excel Energy, and Banner Health Systems. The business was destroyed by a tornado on July 4th 1999..

Institute of Health and Wellness Leadership

Innovated, researched and built plans to launch a vocational school for certifying trained professional health and wellness leaders. Developed the Health Sciences curriculum which was dedicated to educating, train and certify health, wellness and nutrition leaders. Recruited, hired and trained the professional leadership team –

- Sarah Berg–University of Michigan MS-Mark Waldera–California State University Northridge MS
- Reuchele Hadrava-University Wisconsin La Crosse MS-Steve Olson-Concordia College Pres. AMTA

Researched, assessed and developed the complete business plan, curriculum, branding and marketing strategy. Applied and was approved by The ND State Board for Vocational Education. The curriculum included – Exercise Sciences / Nutritional Sciences/ Massage / Wellness Education and Training / Health Center Operations Management / Health and Wellness Marketing and Promotion / Human Resources Selection, Training and Management / Business Planning, Budgeting and Financial Management.

PocketMD

Principle and founding board member of PocketMD. Brought together and lead a team of 40 staff members including the developers, funders, designers, developers and all essential business partners to build the technology fitted to the federal government Vista System and bring it to market. PocketMD was one of the first handheld medical management tools created to grow the quality of mobile healthcare and the effectiveness of healthcare providers. The product combined the most advanced technology with exceptional ease-of-use. The company exited in 2004.

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Etivity Workforce and Human Capital Management

Etivity Corporation develops and supplies easy to use Workforce Management solutions that were originally developed for McDonald's restaurants in Australia and are now licensed in major healthcare, manufacturing, hospitality and retail enterprises from around the world. Partnered with executive leadership to grow from a privately held Australian company to become a publicly listed global corporation doing business via a web enabled HTML5 platform. Negotiated and delivered financing as well as exclusive license agreements for expansion into the U.S., Canada and India. The company exited in 2015.

CEO – Golds Gym and All-American Athletic Clubs (08/1981 – 07/2002)

Built four health & wellness sites to control 100k square feet of facilities, 10k+ members and unique innovative health, wellness, recreation and nutrition innovation and programming. \$+1.5 million annual revenue.

EDUCATION & CREDENTIALS

MBA - University of North Dakota, Grand Forks, ND US

JD - University of North Dakota, Grand Forks, ND US

BA - Concordia College, Moorhead, MN US

Certifications

Certified Marketing Consultant, eMarketing Association Certification
Master/Life Coach Certification Neural Linguistic Programming, American University
Seed Investing as a Team Sport, Grant Writing, ACSM Certified Personal Trainer
NASM Certified CPT, ACE CPT, NSCA CPT, NASM CPT

Board and Community Activities

Meritcare Health System Advisory Board Member
Olivet Lutheran Church Council Member
American Diabetes Association Bike Ride/Walk Chairman
Social Venture Legacy Fund
NDHSAA State Basketball Tournament Committee
International Health Racquet Sports Association Small Business Leadership Recognition
ND Health Care Reform Representative
FMWF Chamber of Commerce
Partners in Progress Board Member
Transitions to Freedom Board Member
Center for Parents and Children Board Member
NCAA Certified Basketball Coach – Teaching Life Values while Coaching Youth Basketball

Additional experience as Board Member multiple companies, Non-Profit Leadership, District Chairman/National Speaker /National Judge, Special Olympics, American Diabetes Association, Clean Tech Open Judge.
CEO, President and Motivating Leader