

# Vision. Action. Collaboration.

Capital Consulting Group  
President - Ray Patterson



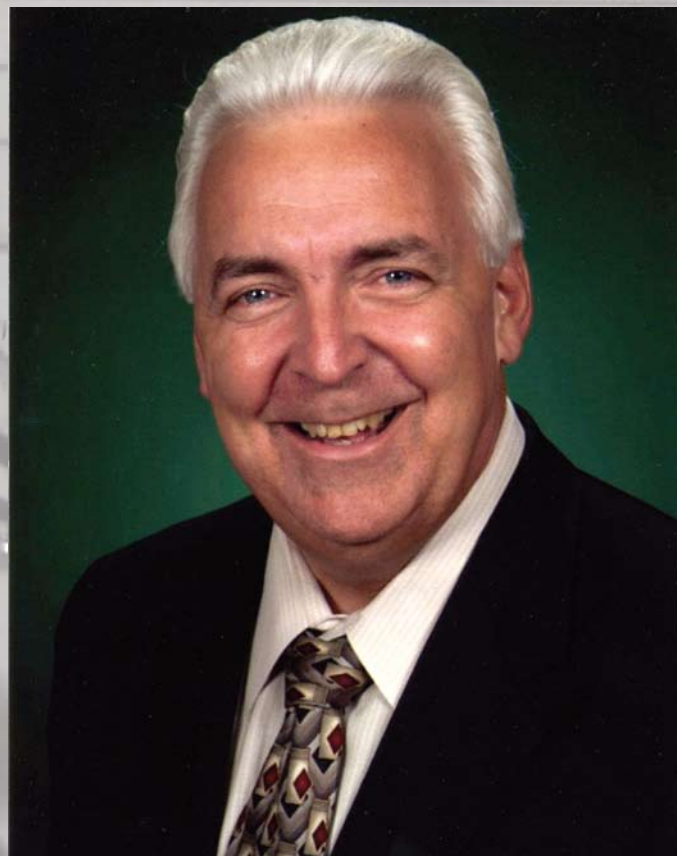
Rensselaer

**Success Magazine: Ray, what does success mean to you?**

**Ray Patterson: Success is helping our clients achieve their success in the most efficient manner possible. It is releasing human potential to achieve organizational and personal goals, and more. Success is helping organizations and individuals dream and achieve more than they thought possible. It is about the power of vision, action, and collaboration.**

**SM: Tell me about Capital Consulting Group, LLC.**

RP: CGC is an agile network organization that was founded as a result of the RPI EMBA program. We are part of several collaborations where we can pull expertise from a wide variety of disciplines depending on specific client needs. We leverage the network to support the vision creation, action planning, and organizational assessment and implantation services. This applies to individuals as well organizations of any type and size.



**SM: You went to the Lally School of Management and Technology. What was your experience there?**

RP: I was in the first class of the Executive MBA (EMBA) program at RPI. This was a fantastic trailblazing experience. All of the students in this program have four to six years of the mid-to-senior-level management experience, prior to acceptance into the program. In the EMBA program, there is a real blend of academic theory and practical application through student experiences and faculty interaction. This was undoubtedly the most exciting formal educational experience of my life.

**SM: How did your education help to shape your success?**

RP: The EMBA experience provided me with a unique understanding of general business leadership and operations management that I have utilized throughout my life since 1989. The skills and tools that I acquired in the EMBA program have helped me evaluate and shape opportunities through three different career changes in the last twenty years. These skills and tools have been particularly valuable during the

last thirteen years, as I have been engaged in leadership and management consulting.

**SM: Who can benefit from your services?**

RP: Every individual and every organization can benefit from an exciting, compelling, articulated vision of what they want. In fact, every organization and every individual needs a compelling vision to communicate what they're about and where they are going. But vision without action is merely a dream. We work with any and all types of organizations, be they private for-profit, publicly traded, not-for-profit, local, state and federal government agencies and activities, as well as individuals.

**SM: So, you work with individuals as well as companies?**

RP: Most definitely! The personal life planning work assists individuals with various aspects of their personal and career life. Some would call this executive coaching, life change coaching. I refer to it as individual personal strategic planning and implementation. For many small business owners, their personal life plan is highly connected to their business life plan. The process achieves dramatic positive results for individuals as well as small companies or organizations.

**SM: What services do you offer?**

RP: Our core business service is focused around strategic vision and implementation planning with complementary services in organizational assessments and benchmarking, leadership and management retreats and seminars, educational and motivational speaking, and general group facilitation.

This range of services connects the day-to-day operation of your business to the ultimate vision and goals you aspire to achieve in the future.

**SM: How can your facilitation services help an organization?**

RP: An outside, independent set of eyes and ears will always help an organization maintain focus and clarity on what they want and how to achieve it. As an outside facilitator, I ask the questions and make the observations that an insider would hesitate or never do. Also, as an outside facilitator, I can synthesize and provide the learning of many organizations across a variety of industries. While there is value in facilitators who specialize in one industry or another, there is a higher value in facilitators with a wide range of experiences from multiple industries. With the more diverse background, there are new and richer opportunities for innovation.

**SM: What do your training programs entail?**

RP: The primary focus of our training programs is leadership and management skills. We use a series of assessment instruments to understand leadership skills, traits and profiles, and build or tailor specific courses to our client needs. Our Energize Your Enterprise series focuses on leadership, management, and customer service skills and training for your organization. Our two-day retreat entitled "Resiliency: The power to co-create our future" focuses on harnessing the power of appreciation and abundance to deal with the fast-paced, changing times in which we live.

**SM: What makes your company distinctly unique?**

RP: The defining unique characteristic of Capital Consulting Group is the depth and breadth of resources we bring to any situation. Each client engagement starts with an assessment and understanding of the current situation and the desired end goals. From that we build a detailed proposal, which

brings together the most talented specific resources needed to meet the client's needs and accomplish their objectives in a most cost effective manner.

**SM: How many years has Capital Consulting Group been in business?**

RP: CCG has been in business for twenty years. The company was actually started as a result of the RPI EMBA program. Fellow classmate, Dr. Kenneth Rotondo and I started the company as a way to ensure that we would stay connected. During the first seven years, we worked on various specific opportunities, but each had other full-time employment. For the last thirteen years, CCG has been my full-time passion and employment.

**SM: What is the most rewarding element to your position?**

RP: Facilitating, educating and assisting people, organizations, and communities in defining and realizing their dreams. Seeing people get truly excited about what they want and releasing human potential to achieve what they thought was impossible!

**SM: What is the best piece of advice you have ever received?**

RP: Dare to dream, have the courage to follow your dreams, admit when you are wrong or made a mistake, and don't when you didn't!

**SM: What else would you like people to know about your company?**

RP: We offer a money back guarantee on our Strategic Planning Process, and we have never needed it. For additional information visit: [www.CapConsult.net](http://www.CapConsult.net) and [www.Vision2Action.net](http://www.Vision2Action.net). Explore our team, our clients and our case studies, and join the "conversations" on our forum.

**Vision without action is merely a dream.**



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