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## RICHARD OUTRAM

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### EDUCATION

■ B.A. in finance and accounting, North London University

### PERSONAL NOTE

■ Outram authored "The Adventures of Exokid and the Teachings of Money," a children's financial literacy book for ages 7-11. A second book is on its way for ages 11-14.

Richard Outram believes several characteristics define a successful CFO. Living consciously, building trust with unyielding integrity and performing at a high level with a "world-class" mindset built on strong business partnerships and an aura of respect help drive any successful career or organization.

Outram's successful 26-year career – under several industries, ownership structures, business cycles and geographies – has stemmed from "my unyielding integrity, telling the truth about business facts and what I'm thinking have been the building blocks of trust in my career," he says.

"I believe that my strong people skills, relationship building and motivational leadership style has developed many people I have been



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fortunate to work with and has enabled me to grow individually, as well," he continues. "I am a constant and passionate learner who will seize opportunities to improve my skills and impart that knowledge to develop those around me and help to grow organizations."

He advises those rising through the financial ranks to understand that organizational performance starts with people. So young executives should continually develop people skills. Get out of your office to truly understand the business and the organizational culture, and develop relationships and business partnerships outside the finance function. Know yourself and your strengths, constantly learn and continually add value to your organization. Develop the courage to get out of your comfort zone and welcome new leadership challenges and experiences. Build a strong internal and external network of talent and connectors and always look to help others along the way.

Atop all that, Outram believes in high achievement – with the right attitude and good communications.

"I bring a strategic, conscious and high-performance, value-add approach to organizations and teams I work with, typically with an 'inside-out' coaching style," he says. "I think I have a great sense of humor and love to have fun."