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TAKING OUR CLIENTS TO NEW HORIZONS

**HEALTH PRACTICES  
BUSINESSES AND ORGANIZATIONS  
PERSONAL SERVICES**



## BUSINESS CAPACITY STATEMENT

Pathfinding Consulting, LLC is an award-winning consulting firm located in Nashville, TN established in 2001. We operate under FEIN 84-1654683 and are licensed as a corporation by the state of Tennessee and Davidson County. We work with health practices, small businesses, organizations and institutions, as well as private clients on development, that being development as defined by the client-specific needs. Our bedrock value statement, *Taking Our Clients to New Horizons*, advocates our consulting as a supportive tool that identifies development directions; designs growth and enhancement strategies toward achieving the new development directions architected; helps clients implement the strategies into their organizational or personal framework, and analyze their effectiveness.

Pathfinding Consulting is led by Gayle S. Hutchinson as Consulting Principal. Ms. Hutchinson has more than 25 accomplished years as an entrepreneur, business owner and expert consultant. She has operated Pathfinding Consulting as a successful business for more than a decade—the firm having received the *Emerging Business* award from the Nashville Business Journal during its first year of operation. Pathfinding Consulting has been honored for public service by the National Public Broadcasting's Independent Television Services (ITVS) in the development of the Nashville community viewing and town-hall discussion of the award winning documentary, *Two Towns of Jasper*, about the 1998 racially motivated murder of James Byrd in Jasper, TX, as well as by Fisk University, Meharry Medical College and Middle Tennessee State University (MTSU).

Partnered with Ms. Hutchinson is an array of more than 20 consultants who are at the ready to lend their professional experience and expertise. This cache of experts assures Pathfinding Consulting's responsiveness to private and public sector contracts in almost any location. And, Ms. Hutchinson enlists the support of the Pathfinding Consulting Board of Advisors, a group of senior executive level members, who serve to assist in our development as a client-service, client-satisfied business.

### Our Business Profile

- **Mission Statement**

*Our mission is to provide professional service pathways that yield the highest levels of performance satisfaction for our clients and assist in their ongoing development as a business, organization or person.*

- **Vision and Value Statements**

*Pathfinding Consulting seeks to contribute value-added information, technologies and communication tools to the world community through our service delivery to clients, mentorship activities with community members and volunteer service with organizations that actively demonstrate development of where they are and who they serve. We operate in a **green** business culture that seeks to minimize our earthly footprint via use of environmentally safe technologies, strategies and environments.*

- **Service Areas**

- ✦ **Health Practice Direction** to well-position practice profitability and sustainability in the ever-changing health-industry marketplace and culture

- ✦ **Business Building** with owners to initiate and advance their forward-thinking ideas and innovations

- ✦ **Organizational Constructing** to identify and revitalize organizational service goals and constituencies

- ✦ **Life Crafting** learning and professional and personal enhancements for members of small groups as well as for individuals



## OUR LEADERSHIP

Gayle S. Hutchinson, Principal for Pathfinding Consulting, LLC, is a recognized entrepreneur, business owner, consultant, and “life-crafting” coach. Her professional credentials have been recognized by major organizations and agencies such as The Gallup Organization, Rotary International and the U.S. Chamber of Commerce. She has been credentialed by The Gallup Organization and the University of Illinois as both a qualitative and quantitative research expert, certified in public affairs and as a health instructor by the American Red Cross and certified by Estee Lauder International as a Make-up Artist, the first African heritage woman in Tennessee to achieve such an honor.

Ms. Hutchinson has been honored for her public service by organizations such as the United States Jaycees, International Red Cross, and International Golden Key Society. She is an avid volunteer, primarily focused in the arts and on community health-based initiatives, the author of three poetry collections and a contributing writer for several commercial and online publications. Most recently, Ms. Hutchinson was selected as a special delegate for the Medical Group Management Association (MGMA)’s medical education delegation to Cuba scheduled for December 2011, and in July 2010, Ms. Hutchinson was selected as “Poet of the Month” for the Nashville Arts Magazine.