

## LAURIE O'DONNELL

Laurie O'Donnell is a Senior Project Manager at Alan Davis & Associates Inc., and brings to our organization a wealth of business and commercial experience, gained over a 28-year career in industry.

As a young entrepreneur, Laurie designed and brought to market a range of products which she sold to Canada's largest retail chains.

In 1980, she joined the Reitmans organization and was rapidly promoted to head up one of the divisions, having bottom-line responsibility and displaying a flair for creative retention strategies, using training, career planning, and performance management as building blocks.



She subsequently worked for three years in community activities, where she gained broad-based recognition for her vision, leadership, and drive. She won many awards.

In 1995, she was hired by Ivanhoe Inc. as a turnaround specialist, converting tired shopping malls into vibrant and profitable retailing establishments, by employing effective relationship-building with tenants and a common focus on results. Part of her tenure at Ivanhoe was devoted to the launch of the highly-successful Quality of Service program. She was nominated as spokesperson for the English media, and wrote and presented motivational speeches across the company. Her results at Ivanhoe were astounding.

Laurie has studied Art and Design at both Montreal's Concordia University and the Montreal Design Academy. She has also studied Management, Negotiating, and Marketing at both the Écoles des Hautes Études Commerciales de Montréal, and Concordia University. She is presently pursuing a degree in Psychology through Bishop's University.

Laurie has brought to the Alan Davis & Associates Inc. team her passion and her expertise in guiding projects to fruition on time and within budget, and in focusing on Customer Delight. She is a strong and vocal proponent of accountability leading to strong relationships, built on personal integrity and trust.