



Ted Gillary

Consulting & Executive Coaching



**Consulting, Coaching,
and Executive Search**

CCM CCE ECM CMAA Fellow

“Inspiring Leadership is an ever-renewing dedication to finding your own best, and sharing it with others.”

Ted Gillary is a recognized leader known for implementing sustainable quality management practices after a very successful 35 years of experience in leading private clubs. During that time, he built a reputation for effectively instilling performance excellence throughout club operations. He has extensive knowledge in strategic planning and has demonstrated how to align vision and strategy to build member loyalty and growth.

Today Ted works with executives, teams, and organizations to reach their own inspired goals. He consults in a variety of industries and leadership areas including private club management, law office dynamics, healthcare patient satisfaction, and college services.

As a team member of Kopplin Kuebler & Wallace, Ted further provides experienced consulting and executive placement services to the club industry.

His extensive knowledge and personal approach has demonstrated how to align vision and strategy to build member loyalty and growth. His employee engagement and quality processes have been consistently recognized by awards from the *Michigan Quality Council*, *Best and Brightest Companies to Work For*, and the *Detroit Free Press*.

Ted most recently was the CEO of the Detroit Athletic Club, a position he held for more than 25 years. Prior to the DAC, he served for nine years as the COO of Orchard Lake Country Club and two years as General Manager of The Recess, a city club. Other positions prior to his first GM role, included the Grosse Pointe Yacht Club, and Food & Beverage Directorships with Hilton and Sheraton properties. Ted's experiences with serving thirty-five Boards and Presidents and engaging large and diverse employee groups has provided him a deep understanding of how to succeed in today's challenging club environment.

Ted received lifetime recognition when selected to join the 2019 Inaugural Class of Fellows, an honorary recognition program distinguishing those living CMAA members who epitomize the leadership, integrity, involvement, and contributions of club management professionals. Being recognized as highly engaged individuals for their contributions to the profession they are called to continued service as mentors, facilitators, thought leaders, and champions within the club community.

In 2020, Ted was Honored through the *Excellence in Club Management Awards* for *Lifetime Achievement*, was named *Detroit's Executive of the Year* in 2017, was a recipient of the *Excellence In Club Management Award* and honored to have mentored three *Rising Star Award* recipients.