

**WAYNE DELIGHTS IN GUIDING PEOPLE TO RECOGNIZE AND CULTIVATE
THEIR NATURAL TALENTS AND CAPABILITIES FOR SUCCESS**

WAYNE SMITH



SIMPLIFY

Wayne Smith is Partner and President of Reach Capabilities Inc., a Toronto-based consulting company that helps individuals and organizations build their capabilities, enhance growth, and maximize results.

SYSTEMETIZE

INNOVATE

ENVISION

Wayne's reputation for delivering superior performance coaching, leadership development, training, and facilitation has been honed over 30 years in financial services and retail management. Experienced in a number of assessment tools, he is a certified consultant in DISC and Kolbe.

WOO

SIGNIFICANCE

MAXIMIZER

COMMUNICATION

ARRANGER

As a district vice-president with TD Bank Financial Group for many years, Wayne was responsible for sales and service delivery in several specialized markets. He led a three-year 'test and learn' laboratory, drawing on his experience in change management to discover new and exciting ways to improve customer experience, employee engagement and profitable growth. Wayne was a key member of the bank's brand re-design team.

Wayne also held a variety of leadership positions with Sears Canada Inc., including the role of general manager of retail operations in Ontario, where he led the largest of seven regional teams through extensive growth and change.