

# **Leland Sandler**

**Executive Advisor at The Sandler Group**

Del Mar, CA, US

Leland Sandler has been an executive advisor with the Sandler Group for over 17 years.

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## **Description**

Leland Sandler is an Executive Advisor with the Sandler Group, an executive advising, organizational effectiveness, and management-consulting firm based in Southern California. Leland works with CEOs, senior executives, and other leadership teams to help industry leaders reach their fullest potential. While working largely with the life sciences and technology communities, Leland Sandler has also worked with a variety of other professionals including individuals in the U.S. Military and the San Diego Opera.

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## **Availability**

Workshop, Corporate Training

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## **Industry Expertise**

Business Services, Consumer Services, Corporate Leadership, Corporate Training, Executive Search, Management Consulting, Military, Recruiting, Staffing and Recruiting, Training and Development

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## **Topics**

Executive Advising, Business & Leadership, Business, Leadership, Start Up Business, Start Up Companies, Start Up, Leadership Entrepreneurship Startups, Management & Leadership, Management Consulting - Team Dynamics, Management Consulting

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## **Affiliations**

The Sandler Group, University of California, San Francisco State University, Pepperdine University, The San Diego Opera

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## **Sample Talks**

**"Value of Executive Advising"**

Jacob Fleming Group, Brussels, Belgium,  
October 2011

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## **Past Talks**

**HR Transformation Conference, Chairperson and Speaker**  
"Deliberately Developmental Organizations"

**HR Transformation Conference, Chairperson and Speaker**  
"Immunity to Change"

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## **Education**

**University of California, Berkeley**  
B.A. History

**San Francisco State University**  
M.A. Education

**Pepperdine University**  
M.B.A Education

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## **Accomplishments**

**Certified Network Engineer**  
Novell Netware

**California Secondary Teaching Credential**  
Social Studies, University of California, Berkeley

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## **Testimonials**

## **Stuart Kipper**

I have had the great pleasure to know Leland Sandler, both personally and professionally for nearly 15 years.

The Sandler Group has been a valuable resource for my medical group/organization and me over that time frame. With their (and most specifically, Leland's) help and guidance, our group evolved into an efficient and successful business with over 150 moving parts-employees and executives, all working together to create the largest independent Primary Care Medical Group in North San Diego County.

At a time when our business model reflected the comfortable image of a small and intimate medical practice, we found ourselves growing into a large and, on too many occasions, chaotic business that began to suffer from our growth. Our inability to manage those changes within the parameters enforced upon us by the various regulatory agencies inherent to our unique business and the sheer number of people and personalities involved in our day-to-day operations began to erode our success and affect the previously enjoyable and satisfying atmosphere in the workplace. We needed some help.

The Sandler Group came to our rescue and within months, with their guidance, our stagnation and palpable decline reversed. From the top down we began to see progress and a return to the fun, excitement, and value we had envisioned for ourselves, and our business, from the start. The mechanisms and changes encouraged, taught, and initiated by Leland and his staff, were invaluable to our 're-birth' as an organization that had, without intention, lost it's way.

The Sandler Group was invaluable to the continued success of our business and the elimination of stressors and consequent inefficiencies that had threatened our very existence. With their help we were able to return to our previous patterns of success with a renewed spirit and an entirely new set of principles and techniques for sustainable growth for the future.

## Edward Feinstein

Please accept my highest personal recommendation on behalf of Mr. Leland Sandler. I have known Mr. Sandler as his family rabbi and a family friend for more than twenty years. It is my privilege to recommend him to you.

Many business leaders will testify to Leland's acumen and effectiveness as a business consultant and executive coach. Leland has a rare insight into the human element integral to business leadership, and a unique ability to communicate the skills and strategies executives require to elevate the quality of their leadership. He possesses broad experience in a wide variety of business settings, and deep wisdom in diagnosing problems and prescribing solutions to leadership issues. He does this with a directness, integrity and honesty that make his instruction compelling and difficult to ignore.

In addition to my congregational responsibilities, I train student for careers as rabbis. Over the years, I have invited Leland to work with my students. Members of the clergy are organizational leaders. But they are rarely trained as such. Leland's insights have been invaluable to my students. What he knows about leadership is revolutionary for them. He has opened doors of understanding and insight.

You will find Leland, as I have, to be engaging, committed to his clients, and deeply empathic. He possesses an open mind, a truly remarkable ability to listen, to question, to analyze, and to synthesize ideas from many disciplines. As well, you will come to admire his character. The care with which he treats others, his sensitivity to new perspectives, his patience and empathy in conversation, are exemplary, and are all the more remarkable given his long and successful business career. He will resist the title of "expert" preferring instead to be labeled a life-long learner, and dedicated teacher. I cherish my relationship, personal and professional, with Leland Sandler. You will as well. Please accept my highest recommendation on his behalf.

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