

# Larry D. Hargrave

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*Therapy and Coaching; Transformation Work; Transitional Leadership; Strategy Development; Similarities-Relational Work™; and Communication Strategies*

## FORMAL EDUCATION

### **Masters of Science**

(Human Development and Psychology)  
Texas Tech University  
Lubbock, Texas - May 1974

Full Academic Stipend and  
Scholarship

### **Bachelor of Science**

(Industrial Management/Engineering)  
Texas Tech University  
Lubbock, Texas - May 1971

Full Football Scholarship and named  
to the All Southwest Conference  
Scholastic Team

## PROFESSIONAL INFORMATION

- Successful experience in one-on-one interaction gained through long-term psychotherapy practice.
- In-depth experience in nonprofit business activities and functions.
- Capable of adapting present skills and abilities to new professional situations and challenges.
- Consulting relationships have continually required progressively responsible marketing experience.
- Excellent organizational, managerial, analytical and communication skills as well as high attention to detail.
- A strong background and understanding of working with national leaders in the nonprofit development sector.
- Responsible for resource management that generated over \$55 million dollars in additional revenue for 110 nonprofit clients.

## RELEVANT PROFESSIONAL EXPERIENCE

Consultant, Advisor & Coach 2000 - Present  
**Larry Hargrave Ltd. - Colorado Springs, CO**

Consult and advise executives, boards, and departmental organizational leaders in humanitarian, corporate and community organizations. Relationships with International Students, Final Command, Urban School Services, LearningRx, leading national companies, and United Way's 211 information and referral system. Life Application Coaching was founded in 2018 to train and coach individuals/influencers in the A.C.O.M. design-thinking method so they achieve greater success and satisfaction. It is a therapeutic framework that is now being made available in a coaching format. *Expertise Employed: Transformation, Transitional Leadership, and Similarities-Relational Work™.*

Regional Manager 1989 - 2000  
**Thomas Nelson Publishers - Nashville, TN**

Involved in resource management with over one hundred national media-related broadcast nonprofit clients and managing key relationships with major authors. Worked with John Maxwell among others, a well-established influencer in the area of leadership development. Exercised strong relational selling, communication, strategic planning, and resource development skills. Maintained broad-based experience in all functional areas of a very diverse publishing business environment. *Expertise Employed: Learning Agility, Flexibility, Strategic Planning, Legacy Planning, and Communication Strategies Building.*

Director and Therapist 1977 - 1989  
**Christian Counseling Services - Scottsdale, AZ**

Founded and directed a center in the Lincoln Medical Center. Conducted over 15,000 hours in individual, marriage and family sessions. Taught special interest seminars on counseling, relationships, personal development, and death and dying. Created training materials and taught workshops. The counseling center served the general public as well as pastors and leaders from thirty different denominational and ecumenical backgrounds. *Expertise Employed: Teaching & Development, Transformation, Similarities-Relational Work™, Counseling, and Transitional Leadership.*