

JESSICA LACKEY

— Consulting

Jessica Lackey is a strategy and operations advisor who bridges the gap between traditional business practices and a thirst for creating sustainable businesses with a human-centric approach. With a background in corporate leadership, McKinsey & Company consulting, and a Harvard Business degree, Jessica knows a thing or two about hustle culture and what it feels like to judge success by the bottom line...at all costs.

Now, she combines her deep experience in consulting, Fortune 500 operations leadership, and coaching to help businesses grow without sacrificing the well-being of their clients, team, and community.



General Topics

- Hiring with intention (and a plan)
- Scaling while maintaining integrity
- The math behind the stages of scale (and it's not all revenue)
- Little 'S' systems vs. Big 'S' systems
- Prioritizing company, client, and community well-being

Sample Questions

- Why should an owner think twice before they 'just outsource' a part of their business?
- How do financial and energetic metrics shift at each stage of scale?
- How can you build a business that focuses on collective well-being (rather than just profit)?
- Why is traditional goal-setting counterproductive and what can business owners use instead?
- What are little "s" systems and big "S" systems (and which do big businesses focus on)?
- Which questions you should ask yourself while determining your pricing strategy?
- What is a business 'sponsor,' how are they different from a referral partner, and how can they pave the way for growth?

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