

Howard A. Tullman

Entrepreneur, Futurist, Venture Capitalist, Author

Please contact a GDA agent for information.

Topics

- Change Management / Organizational Change
- Disruption
- Diversity and Inclusion
- Entrepreneur
- Futurists / Trends

About Howard A. Tullman

As the founding Executive Director of the Ed Kaplan Family Institute for Innovation and Tech Entrepreneurship at the Illinois Institute of Technology and the first University Professor (now retired) and the current General Managing Partner for the Chicago High Tech Investment Partners, LLC and for G2T3V, LLC, two early-stage venture funds, as well as an active board member for a number of tech startups, Howard Tullman is a highly sought-after educator, author, venture investor, technology advisor and business leader. He was the long-time CEO of 1871 in Chicago — an entrepreneurial hub for digital start-ups - which is ranked Number 1 in the world. Previously, he was the Chairman/CEO of Tribeca Flashpoint College which he co-founded in 2007 and, prior to that, he served as the President of Kendall College. For the past 8 years, he has written a weekly online column for INC. Magazine (with over 400 articles) seen by millions of website visitors.

Over the last 50 years, Tullman has been one of the most active and successful entrepreneurs in the country and personally founded more than a dozen high-tech companies. He is a futurist, a visionary and also a skilled professional when it comes to technology, online and cloud services, large-scale data delivery systems, database design and implementation and the development, creation and production of all types of media, computer games and audio/video digital content. He has extensive and specific technical expertise in a number of industries including automotive, insurance, education, entertainment and workforce/economic development.

Besides his direct business interests, Howard is an in-demand lecturer and has taught regularly on venturing, change management, innovation and entrepreneurship to graduate students, executives and company owners at the Kellogg School of Management at Northwestern University. Mr. Tullman has also taught Change Management and Entrepreneurship for Kellogg internationally in Executive Management Programs based in Hong Kong and Tel Aviv.

When giving his energetic talks, Tullman is charismatic and humorous when interacting with his audiences. He is a lively and practical speaker that attendees from any industry can relate to. His basic messages are clear, professional and typically well ahead of their time, while still grounded in the necessities and realities of taking care of business every day. He carefully balances the tensions between performing and transforming every business. Howard can inspire entrepreneurs, business owners and leaders, and senior managers as well to achieve even better results and, at the same time, improve their knowledge about future and critically important technology trends.

Select Keynotes

- **If You're Not in a Hurry, You're Probably Too Late**

(45 - 60 minutes) A fast-paced, humorous, content-rich survey and analysis of the emerging trends, competitive considerations, new behavior drivers, and latest tools and technologies which are changing the face and the future of our lives and our businesses. The talk includes concrete, constantly-updated examples, details on essential system and process changes, and actionable take-aways for audience members from almost any industry. Specific examples relating to a particular market sector or business group are typically added. Q & A is optional in groups under 50 attendees.

- **Diversity and Inclusion in Tech**

(30 - 35 minutes) In this talk, Howard explains why an active commitment and an ongoing strategy of inclusivity at all levels of an organization, along with an aggressive emphasis on diversifying the organization, is essential today and results in a more informed, innovative and productive business. The company, its clients and customers, and all of its team members benefit economically and culturally in multiple ways. In addition, properly and thoughtfully done, these types of authentic commitments and initiatives can also support the surrounding



community and strengthen their city's overall economy through accelerated job growth and expanded avenues of economic development.

- **The Perspiration Principles**

(45 - 60 minutes) Howard has written extensively about and taught courses in entrepreneurship, change management and disruptive innovation for 40 years at several major universities and has authored more than 30 instructional and inspirational books incorporating his tried-and-true operating philosophies as well as the processes and the life/business lessons which he has garnered from founding and working with dozens of successful startups. These have all been formulated into The Perspiration Principles. All of his books are available on Amazon and often make great giveaways at talks. This is a more substantive talk and it is especially well-suited to young adult audiences (perfect for things like "30 under 30" awards) and startup businesses as well as more traditional companies looking to understand how to incorporate disruptive technologies and more innovation into their own operations. It is basically a cookbook/short course on how to start a business and encompasses his 50 years of creating, launching and growing successful high-tech ventures.

- **How Corporations Can Work Effectively with Startups**

(45 - 60 minutes) This talk outlines the key steps and elements in Tullman's basic innovation process which can be adopted and employed by any business or organization seeking to keep up in today's fast-moving and ever-changing global economy. Well done innovation, unlike invention, is a clear, manageable, low-risk and essentially scientific process which can consistently produce concrete results and process improvements in relatively short timeframes and at modest costs.

- **Building the Number One Startup Incubator in the World**

(45 - 60 minutes) This detailed talk covers all of the lessons learned from designing, building, growing and distinguishing 1871, both in terms of physical size and scale and in terms of its unique culture and business model, which made it the largest startup mega-incubator in the United States and the Number One-ranked academic-affiliated tech incubator in the world. This talk is perfect for design groups, civic and community business organizations like chambers of commerce, governments, universities and other institutional groups, etc. who are attempting to evaluate and develop their own incubators and entrepreneurial ecosystems. With an initial open office concept, now expanded to more than 150,000 square feet of multi-use and multi-purpose spaces, 1871 hosts 500 startups, 2,000 entrepreneurs a day, and more than 20,000 visitors a month who attend more than 1000 annual events. The audience will learn how it all happened, what worked and didn't work, what it takes to try to build their own versions, and all of the alternative funding and business approaches to paying for the project.

Select Book Titles

- **2019:** You Can't Win a Race With Your Mouth: And 299 Other Expert Tips from a Lifelong Entrepreneur
- **2015:** Launching a Startup in the Digital Age: You Get What You Work For, Not What You Wish For (The Perspiration Principles)
- **2014:** Tullman on Company Culture
- **2012:** The Perspiration Principles (I): You Get What You Work for, Not What You Wish for.
- **2010:** Poets and Artists: O&S