



**Jerrold W. Gregory**  
Consultant

**“Finance is more than score keeping. Helping improve both the personal and operational performance of clients through better understanding of financial principals, practical application and linkage to performance is very rewarding. It makes my day.”**

– Jerrold W. Gregory, Consultant, TRI Corporation

### Leadership/Industry Expertise

Jerrold W. Gregory, a consultant with TRI Corporation, is founder and owner of Gregory & Gregory, a financial and leadership management development firm. Jerry has over 31 years experience in telecommunications, with a focus on accounting, finance and management development. Jerry provides financial development and coaching for operational managers in the context of “Finance for Non-Financial Managers” type programs. He applies the principle of “practical explanations for financial concepts,” and provides programs in Capital Budgeting, Financial Analysis and Leadership. Jerry delivers client materials and customized programs and meets specific client needs on a domestic and worldwide basis. His programs best serve clients when linked to business metrics and strategy or organizational and structural changes.

### Clients

Traveling domestically and internationally, Jerry’s clients include the American Management Association, American Association of Occupational Health Nurses, General Electric, Praxair, Unilever and Verizon.

### Bio

Prior to founding Gregory & Gregory, Jerry was Director of Financial Education for GTE, now Verizon. While with GTE, he was responsible for development and delivery of all in-house financial education programs for certified financial professionals. Jerry also maintained CPE records for all professional organizations. Prior assignments in GTE include corporate audit staff and various operational accounting and finance responsibilities.

### Positions Held

- Owner, Gregory & Gregory, a financial and leadership management development firm (current)
- Instructor, Sacred Heart University and the University of New Haven, where he taught graduate and undergraduate courses in accounting, finance and management
- Adjunct Faculty Member, the University Michigan Center for Executive Education
- Adjunct Faculty Member, Business Leadership Program, Fairfield University.
- Member of the Institute of Management Accounting. Jerry also served on the Institute’s Education Committee, Committee on Academic Relations and Board of Regents.
- Director, Editorial Board of MicroMash, Inc.
- Staff Sergeant, U.S. Army

### Accomplishments & Awards

- While working in management development for GTE, the finance programs that Jerry was leading were certified by the National Association of State Boards of Accountancy (NASBA) for in-house credit for CPAs, etc.
- Other major milestones include Jerry’s development of GTE’s first web based self-study programs for CPE credit in general accounting policy and cost accounting. NASBA approved GTE as in-house provider of CPE credits.
- Initiated and led the Financial Education Steering Committee, comprised of corporate and operating controllers and vice-presidents.
- Jerry has written articles that appeared in Management Accounting and the AAOHN Journal

### Education

- MBA, University of Tampa
- Certified Management Accountant (CMA)
- Bachelor Degree in Accounting, Clarkson University

### Personal

Jerry enjoys jogging – he actually finished ahead of Jim Fixx in his first marathon. He golfs, fishes and once caught a 30-pound Atlantic salmon. Unfortunately has no photos of this amazing catch, but did take advantage of the photo opp when, on another occasion, he caught a 20-pound salmon. Generally speaking, Jerry simply loves the outdoors.