

## **Karl P. Keller**

Karl Keller has extensive business, academic, training, and writing experience. He has held senior executive positions in marketing, strategy, training, and technology in the managed fund, brokerage, venture capital, and private equity industries. Currently he is Principal of Communication Partners, a training and consulting firm that helps businesses improve their communication efforts.

Karl is also a speaker, presenter, and trainer, and has created and delivered dozens of seminars across a range of disciplines, including communication, negotiation, accounting, budgeting, investing, and technology. He taught English at Northwestern University and the University of Illinois, and currently teaches at Northwestern, where he designed and delivered the required course in Applied Research and Writing for two professional Masters degree programs in clinical and regulatory sciences. He also holds an appointment as a Clinical Research Associate at Northwestern's Feinberg School of Medicine, where he helps Ph.D. students improve their communication skills.

Karl has developed and written business plans and private offerings for capital-raising and revenue growth, has led business teams on developing large-scale technology projects, and has a strong track record in negotiating bottom-line benefits and solving business problems. He has written technology user guides and software documentation.

He also worked as a journalist covering real estate development and finance. Karl co-authored *How To Raise Capital: Preparing and Presenting the Business Plan* (Dow-Jones Irwin), designated in 1990 by *The Economist* as one of top 500 business books published in the previous 20 years. He is also co-author of *Graphics and Visual Communication for Managers*.

Karl holds an MBA in Finance/Marketing from Northwestern University, an MA in English, also from Northwestern University, and earned a BA in English from the Pennsylvania State University. He holds Series 7 and Series 24 security licenses from the National Association of Securities Dealers.