

# Terry Lipovski BA, CMC

Executive Coach | Leadership Facilitator | Consultant  
[terry@ubiquity.coach](mailto:terry@ubiquity.coach) 613-807-8379 [www.ubiquity.coach](http://www.ubiquity.coach)

## CORPORATE LEADERSHIP EXPERIENCE

2000-Present	Ubiquity Consulting Inc.: Founder, Executive Coach, Consultant
2002-Present	Envision Group Ltd.: Partner, Executive Coach, Workshop Facilitator
2019-Present	Algonquin College School of Business, Professor
2017-Present	Host & Founder, Inspiring Leaders Podcast
2009-2013	Apple Inc: Business leader, B2B Sales & Service, East Canada
2008-2009	Rogers Communications: Senior Director, Converged Solutions
2003-2010	Global Childcare Services: Director, Board of Directors
1998-2008	Bell Canada / Mobility: AB/ON: Sales Manager; SMB & Enterprise
1997-1999	Dale Carnegie: Leadership Coach & Public Speaking Trainer
1997-1998	Bellar Carreau - Corporate Health & Safety Consultant
1995-1997	W.C.B. - Enterprise Account Manager
1991-1995	W.O.R.C. Licensed Occupational and Vocational Psychometrist

## MAJOR COACHING ENGAGEMENTS

2019-Present	Niagara Institute: Executive Coach & Facilitator, National Capital
2019-Present	Correctional Service Canada, Health: Executive Coach/Facilitator
2018	Treasury Board: Presentation Coach to Cabinet Minister & President
2018-Present	Canadian Pilots Association: Executive Coach to CEO
2018-Present	Canadian Forest Products Association: Executive Coach to CEO
2018-Present	Calian Inc: National Executive Coach
2017-Present	Federation of Canadian Municipalities: Presentation Coach
2017-Present	OTUS Group: Consultant & Lead for National Coaching Program
2017-Present	National Defence, Judge Advocate General (JAG): Executive Coach
2017-Present	COWI Engineering: Executive Coach
2017	Canada Food Inspection Agency: Executive Coach
2016-Present	ESDC Service Canada: Executive Coach
2016-Present	Kinaxis: International Executive Coach
2016-2018	IFMA World Workplace: Executive Coach & Training Facilitator
2016	Association of Professional Executives: Executive Coach
2016	Decisive Technologies: Corporate Sales Training Facilitator
2015-Present	Petroleum Equipment & Services Assoc. Executive Coach/Facilitator
2015-Present	TEDxKanata, TEDxOttawa, TEDxUOttawaWomen: Speaking Coach
2015-2018	Union Gas / Enbridge: Executive Coach
2015-2017	The Better Software Company: Presentation & Executive Coach
2014-2016	Air Canada: Executive Coach & Leadership Workshop Facilitator
2013-2018	Spectra Energy: Executive Coach, Leadership Workshop Facilitator
2012-2016	Schlumberger: Executive Coach & Leadership Workshop Facilitator
1993-1998	Dale Carnegie Inc., Calgary: Coach, Trainer, Speaking Trainer
1991-1995	Columbia Rehab Centre: Mindfulness Coach & Psychometrist

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## VOLUNTEER LEADERSHIP EXPERIENCE

2019-Present International Association of Coaching (IAC), Board of Governors  
2012-2014 Alpine Club of Canada, Ottawa Section, Chair  
2002-2012 GCCS, Director, Board of Directors  
2002-2010 Ottawa BMX Association, Founder and President  
1993-1996 Alpine Club of Canada, Calgary Section, Vice President

## POST-SECONDARY EDUCATION

1990 University of Alberta: B.A. (Spec), Psychology & Political Science

## CAREER TRAINING

2018 Hogan International Leadership Assessment Certification  
2017 International Association of Coaching: Certified Masteries Coach  
2016 Mindful Leadership, Institute for Mindful Leadership NY, NY  
2015 Holistic Productivity Coaching, Technically Simple, Vancouver  
2014 Leadscape Learning Inc. Licensed Workshop Facilitator  
2013 Change Management, YPG Inc.  
2012 Managers and the Law, Apple Inc.  
2011 Situational Leadership II, Ken Blanchard Companies  
2010 Leadership Competency Essentials, Korn Ferry / Lominger Inc.  
2009 Stellar Service, Rogers Inc.  
2008 R3 Sales & TransAction Sales Coaching, Acclivus Corporation  
2007 Managing The Performance of Others, Schulich School of Business  
2006 Language of Leadership, Compass Performance Strategies  
2005 Enterprise Sales Leadership, Daniel Wild Inc.  
2004 The Client Advocate, Bell Canada  
2003 Finance for Non-Financial Managers, University of Toronto  
2002 Professional Consultative Selling, McCabe Consulting  
2001 Business Essentials & Networking Fundamentals, Cisco Systems  
2000 Professional Sales & Marketing, Grant McEwan College  
1999 Major Account Strategy & Planning, Acclivus Corporation  
1998 Focused Business Presentations, University of Alberta  
1997 Consultative Skills for Professionals, Sunergia Consulting  
1996 Leadership & Public Speaking Skills, Dale Carnegie

## RECOGNITION & AWARDS

2005 & 2006 President's Club Award, Highest Sales in two years, Bell Canada

## SECURITY & INSURANCE

2016-Current ProServices Supply Agreement E60ZT-152199/137/ZT, Canada  
2014-Current Industrial Security Secret Clearance: License 36557-00, Canada  
2014-Current Procurement License 801720046PG0001, Government of Canada  
\$1,000,000 General & Professional Liability Insurance: Lloyds Of London