



Larry Hawks

Larry Hawks is an independent Consultant with the NAVIX exit planning network.

Larry has over 40 years of successful business and leadership experience. His passion is working with CEOs, business owners, and their senior level teams to develop strategies to accelerate profitable growth – helping them achieve at exit, both their professional and personal goals in life.

He founded his consulting practice, GrowthPoint, in 2002 to help business owners succeed through effective strategic planning, action plan implementation, and leadership development. He is also an award-winning Vistage Chair and mentor who has worked with over 50 Kansas City area CEOs and business owners. Larry is a Master Chair and was recognized as the national Chair of the Year. He has served the Vistage Midwest Region as a Best Practice Chair and was Executive Vice President-Field Operations of Vistage Worldwide for seven years – supporting ten regions in the US, including 500+ Chairs, and 14,000+ members.

Larry sold his high growth, Inc. 500 award-winning company, Marketing Communications, to an NYSE billion-dollar public company over 20 years ago. After selling his company, he served as President and Chief Operating Officer for a number of operating businesses for this global leader in database marketing and led the pharmaceutical services division. He leverages his expertise and experience with his exit planning clients and has a deep understanding of the right pathway to grow a small entrepreneurial start-up into a profitable high growth company being sold at the right time for the right price. This winning combination supports a great legacy and provides the financial freedom for business owners to enjoy the next chapter.

Larry began his career with the General Systems Division of the IBM Corporation. He earned his bachelor's degree in finance and banking from the University of Missouri – Columbia.

He lives with his brilliant wife of 37 years, Mary, in Leawood, Ks (near Kansas City), and has three terrific grown children. Their 40-acre farm, Running Deer Farm, serves as a great retreat where they host family reunions, weddings, and other important celebrations.