



Dann Scheiferstein

Dann Scheiferstein is an independent Consultant with NAVIX exit planning network.

As a NAVIX Consultant Dann helps business owners find their successful and happy exits. He understands the business owners' challenges because he has lived through multiple exits. For the last 20 years, he participated in the business exits of five small entities, four of which he was the founding stockholder and CEO.

Dann's perspective comes from comparing his successful exits against his less successful exits. "Needless to say, I have learned significantly more from the 'less' successful. There are no do-overs, and it is not enough to get most of it right when you most probably will get one home run that has taken decades to round the bases."

Dann also believes that NAVIX supports his strengths as an exit planning facilitator and a team quarterback communicator. He believes that exit planning is a benchmark of entrepreneurial and business maturity – not an end, but a phase to be embraced by ownership. Serving clients and mentoring associates bring financial and time freedom to enjoy the rewards of risk-taking.

Dann graduated from Case Western Reserve University with a BA in Biology and subsequently received his MBA from Cleveland State University.

Originally from the Midwest, Dann and his wife Susan moved to Mt. Lebanon outside of Pittsburgh and raised five children. As a family they get their priceless memories from adventure travel both far and wide and spend the rest of their free time skiing in the Laurel Highlands, playing tennis and struggling with golf.