



Bill Canady

Founder & CEO, The 80/20 Institute

Chairman & CEO, Arrowhead Engineered Products

Chairman, OTC Industrial Technologies

Best-Selling Author · U.S. Navy Veteran

\$3B+

Shareholder value created

30+ yrs

P&L leadership

3

Best-selling books

PGOS

Creator of the system

SHORT BIO

Bill Canady is Chairman and CEO of Arrowhead Engineered Products, Chairman of OTC Industrial Technologies, and the Founder & CEO of The 80/20 Institute. A U.S. Navy veteran with an MBA from the University of Chicago Booth School of Business, he created the Profitable Growth Operating System™ (PGOS) and has driven more than \$3 billion in shareholder value across global industrial markets. He is the best-selling author of The 80/20 CEO, From Panic to Profit, and The Rule of Three.

LONG BIO

Bill Canady's career spans more than 30 years of leading, scaling, and transforming companies up to and beyond the billion-dollar level. He currently serves as Chairman and CEO of Arrowhead Engineered Products and Chairman of OTC Industrial Technologies, and sits on the boards of several enterprises. Across global industrial markets he has repeatedly turned complex, underperforming businesses into profitable, durable ones — work that has generated over \$3 billion in shareholder value.

He built the Profitable Growth Operating System™ (PGOS), the framework behind every 80/20 Institute program, from the Earn the Right to Grow™ Diagnostic to the Profitable Growth Accelerator™ and The Command Center™. His thesis is simple: complexity kills performance; clarity drives profit.

Canady is the author of The 80/20 CEO: Take Command of Your Business in 100 Days, From Panic to Profit, and The Rule of Three. He holds an MBA from the University of Chicago Booth School of Business and served in the United States Navy.

SPEAKING & MEDIA TOPICS

- Profitable growth and EBITDA expansion in the middle market
- Private-equity value creation and the first 100 days
- Cutting complexity: the 80/20 operating discipline
- Getting CEOs “out of the middle” (The Rule of Three)

BOOKS

The 80/20 CEO

Take Command of Your Business in 100 Days

From Panic to Profit

Uncover value, boost revenue, grow with 80/20

The Rule of Three

Getting the CEO out of the middle

MEDIA & SPEAKING INQUIRIES

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