

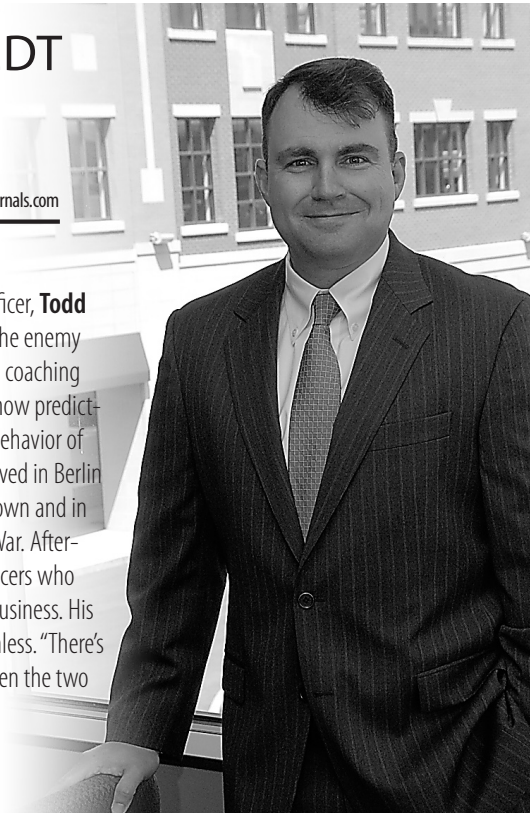
Uterstaedt used military skills for career

**TODD
UTERSTAEDT**



By Jon Newberry
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As a military intelligence officer, **Todd Uterstaedt** predicted what the enemy would do. As CEO of executive coaching firm Baker & Daboll LLC, he's now predicting – and influencing – the behavior of executives. Uterstaedt, 41, served in Berlin when the wall was coming down and in Sarajevo during the Bosnian War. Afterward, he coached military officers who were moving to positions in business. His own transition has been seamless. "There's not a drastic difference between the two careers," he said.



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Why do you have the career you have?

My co-founder and I served in the military together, and we had a passion to develop something of enduring value for our families, and that would allow us to do what we love – coaching. At first we planned to coach officers who were in transition, but when we met our colleagues and partners, Vivian Kist and Amy Katz, we realized we could serve a wide variety of clients.

What advice would you give a new boss?

Listen more, talk less. When you do speak, ask more questions and make fewer statements.

How has the recent economic crisis changed you?

I am even more keenly aware of how important it is to invest in our community – the people, businesses, and organizations that make it grow.

What is your favorite vacation spot?

Fort DeSoto State Park near Clearwater, Fla. It is beautiful and allows me to visit my Mom and Dad.

Describe your perfect life.

I have it. I have a wonderful wife, two healthy kids, and work that I love. What more could I ask for?

You've just been given \$100,000 to donate to charity. Which and why?

I would give one-third to my church, Bellarmine Chapel at Xavier University. The work that our little parish does for so many people is inspiring. I would give one-third to Big Brothers and Big Sisters of Greater Cincinnati. President & CEO Kathy List and her team are doing a great job. And finally, I would give one-third to the VA's Fisher House of Cincinnati. This home enables family members of military personnel to be close to a loved one during hospitalization for an illness, disease, or injury.

What music have you been listening to lately?

Mary Poppins, no kidding. It's my 2-year-old daughter's favorite music.

What is the best book you've ever read?

"Business as a Calling: Work and the Examined Life" by Michael Novak.

How do you most like to spend your money?

On my family.

What scares you?

Will the next generation of leaders be prepared and ready to take the baton from the baby boomers as they retire in greater numbers?