

Silvana Capaldi

Founder & CEO

Ispirare Group

A trusted advisor to entrepreneurs, CPA firms, and other professionals, Silvana Capaldi leverages her 20 years of experience in growth strategies, sales leadership, and coaching, to help companies increase revenue and attain organizational effectiveness.

Productive leaders and successful work environments are established when companies are provided insight into rethinking their relationship-building techniques.

With an extensive background and penchant for communication, marketing, and business development, Silvana enables clients to achieve their growth goals.

Areas of expertise include:

- **Training:** Delivering workshops that help organizations create a culture to drive high productivity and outstanding customer service.
- **Executive Coach:** Helping leadership teams implement service excellence as a strategy for business growth.
- **Individual Sales Instruction:** Combining sales training, mentoring, and a personal accountability partner all wrapped up in an inclusive program. One-on-one sales coaching provides solutions tailored to unique challenges.
- **Sales Strategist:** Creating efficient procedures and implementing comprehensive systems designed to effectively assist in prospecting, procuring new clients, and expanding market share.

Silvana is tri-lingual and holds citizenship status in the United States, Canada, and Italy.

As a consultant, her capacity to understand cultural differences and the nuances of diverse locales makes her an invaluable asset in our global marketplace.

Areas of Expertise

- Customer Relationship Management
- Sales Training
- Lead Development
- Growth Strategies
- Effective Leader and Motivator
- Revenue Growth

Professional

- Tourism Degree, St. Clair College – Windsor, Ontario Canada
- Life, Health & Annuity License, Florida

Professional Affiliations

- Florida Medical Clinic Foundation of Caring – Board Member
- Florida Institute of CPAs, Westcoast Chapter – Golf Committee
- The Alliance of Mergers and Acquisitions, Tampa Chapter – Founding Chair
- Working Women of Tampa Bay (develop and present workshops for female entrepreneurs and Young Women Executive Leadership) - Trainer
- Professional speaker, National Speakers Association Central Florida
- Sandler Training

Personal

- Languages: Italian, French, and English
- Interests: Golf, Biking, Running, Reading, Cooking
- Krewe of Queen Anne's Revenge
- Palma Ceia Golf & Country Club