Bill West is a distinguished figure in Florida business. He is the founder of West Advisory, a South Florida-based economic development and succession planning consultancy.

Bill has contributed to the growth and success of numerous Florida businesses and financial institutions. His work in economic development, business finance, and business sales has been recognized with awards from the Florida Economic Development Council, the International Business Brokers Association and many others.

He developed the “Intelligent Exit” program (intelexit.com) to support business owners seeking to move on to new opportunities. This process has been instrumental in guiding numerous private business owners through successful and discreet transitions. He assists business owners desiring to transition without a known successor sell their businesses through Acquisition Experts.

Bill served as CEO of a healthcare hospitality business and has 25 years of commercial and corporate banking experience. He has both participated in and supported numerous banks and businesses as they expand, sell and acquire. He has a strong background in economic development partnerships, quasi-governmental organizations including airports/FBOs and non-profits. During his time in banking he served as liaison with both businesses and regulators and was responsible for developing, analyzing, and monitoring plans to support distressed small business borrowers.

Bill holds an MBA/Finance from International College and a BA/Organizational Management from Warner University. He also holds an American Institute of Bankers Bank Operations Diploma and a Diploma from the Graduate School of Banking at Colorado. He has been recognized as an outstanding producer by the International Business Brokers Association and was awarded the McLaughlin Award by the Florida Economic Development Council. Bill is a decorated United States Marine Corps combat logistician and served for four years with a helicopter group in the Far East.