



GAIL L. TRUGMAN NIKOL, President, Unique Business Solutions, Inc.

Nine years ago, in 2005, Gail Trugman-Nikol established Unique Business Solutions, a business consulting firm. Modeling the firm on her experiences, Gail works with

companies to improve their processes and then document those processes. This allows the company to consistently replicate the work, improve quality, safeguard organizational knowledge, and positively affect its bottom line.

Gail quickly became a trusted advisor to her clients. She provides companies with the satisfaction and security in knowing that key business processes are well understood, documented, and safeguarded from events that could have a damaging impact on the business. Unique Business Solutions has enjoyed success ever since.

Gail has had a unique business background, enjoying three successful careers. She started in advertising – buying radio and TV time, selling TV programs to TV stations, selling spots on TV to ad agencies, and then as General Sales Manager at WMKW-TV in Memphis, TN.

After meeting her husband Peter, who is her best friend, confidant, and support, Gail focused her

sights on an industry that was in its infancy – PC training. In 1988 GLTN Computer Consultants was born and Gail grew the company to two offices with 20 staff and 800 clients including NSHS and Adecco. She successfully sold the company in 1997 and stayed in the industry until 2002.

Gail has served as a board member of the Long Island chapter of the Institute of Management Accountants for eight years and has spoken at its Annual Conferences, to rave reviews from the participants. She has lectured nationally and locally, to various groups including Vistage International, NAWBO, the New York State Society of CPAs (NYSSCPA), and the GFOA. In 2013 she received the Vistage Speaker designation. Gail also is a published writer, with articles in *The Journal of Corporate Accounting and Finance*, *The New York Enterprise Report*, and other publications.

In May 2013 Gail was honored with the LI Center for Business Professional Women's Long Island Achievers Award.



**UNIQUE
BUSINESS SOLUTIONS**

Your Process. Staff Knowledge. | IDENTIFY • DOCUMENT • PROTECT

What clients say about Gail

"What truly sets Gail apart from other consultants is her ability to carefully listen to each person and discover what their individual needs are. She connects people to their work in ways that offer immediate, visible results, and finds methods to help her clients save money."

"Gail's concept and processes of documenting 'business throughout activities' is incredibly valuable in training new people in existing job functions. Business owners can save hundreds of thousands of dollars by having Gail document key position functions for easy transition."

"...Almost more important is the additional salable business value created by process documentation. Gail is the ultimate professional with a broad range of business experience to bring to any company."

To find out how to safeguard your business, contact Gail:

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