

## Contact

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## Top Skills

Management

Sales

Strategic Planning

## Languages

English

## Certifications

18 Motorola Certifications

# Mitchell Yale Pine

CEO at Tendyme Corp

Fort Lauderdale, Florida, United States

## Summary

When I started my first business at the age of 23 I quickly learned that in order for people to follow me I had to be someone they looked up to. It was necessary for me to be stern yet fair in order to build their trust in me towards achieving a better life for all of us. I have always believed that having people follow you with trust was always better than governing by fear. Over the next 15 years in that industry I was responsible for increasing its revenues from \$250K to \$10.4M annually. Other successes in my career included this same philosophy and nearly the same results building a software development company, Consulting and restructuring a franchise business and building out territories. I am passionate in sharing growth experiences as well as helping people realize their potential. When I achieved becoming a private pilot I suddenly was put in a situation where more than my life was on the line other people's lives were in my hands based on my ability to get to point "A" to point "B" without incident. Although there are challenges along the way it is important to navigate those challenges to achieve a safe flight. I view and regard my personal & business relationships in the same manner. I always plan for the trip ahead of me to reduce unforeseen incidences. My personal and business lives all need a flight plan. Seeing ahead and understanding what is possibly ahead of you will reduce any sudden surprises. In other words, I prefer to be proactive instead of reactive to a possible deadly situation. Businesses die too.

"People don't stop doing business they stop doing business with you"  
Jeffrey Gitomer

The word "Man" in the follow quote can be replaced with "Woman"  
"A man becomes a man many times in his life, when he learns to become monogamous, when he marries, when he has his first child and every child thereafter, when he loses someone close to him, when he realizes that he will never be the man he once was."  
Mitchell Yale Pine

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## Experience

Synergry Product Solutions

CEO

January 2024 - Present (2 years 4 months)

Oakland Park FL

Radio Communications

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