

### Bio / Profile

Grace is the Founder and President of Visual Talking ([www.visualtalking.com](http://www.visualtalking.com)), a leading Web 3.0 Community Portal that uses a novel visual language system that “says it with pictures instead of traditional text”.

An accomplished businessman with a career spanning several industries, Mr. Grace is known for his ability to enact “game changing” improvements in record time. All the while, ensuring a delicate balance exists between the customer’s needs and those of his employee’s.

As Founder and “Rainmaker” for Thinkage, LLC, Grace revolutionized food supply chains by providing manufacturer’s for McDonalds, Wal-Mart, and other restaurants/retailers with complete real-time visibility and control of their products’ state. Grace’s success was ultimately realized with the subsequent sale of Thinkage. Immediately after, Grace joined GE Energy where he led the creation and global launch of a software suite of products designed to optimize assets at large electric and gas utilities. While at BOC Gases, his legacy of equipment product launches and support exceeded \$1 BIL in value. Through a joint venture with DOW Chemical, he launched a long term service business, which caused significant change to the structure of the industrial gas business, globally. While at Exxon USA, his team launched product lines, to include, high octane gas, new motor oil and waxes.

Always investing in the future, Grace is often quoted by publications as a visual talking “thought leader” and participates on several “For-Profit” and “Non-profit” Boards. As inventor, Grace has received 7 US Patents, many trademarks and has received several international technology awards.

Mr. Grace holds a Master of Business Administration from the Washington University, St. Louis, MO and a B.A. – Chemistry from St. Louis University.

### Career Overview

**BREAKTHROUGH STRATEGY – *Vision execution by development of operations infrastructure and delivery teams***

Built \$1BIL value over 3 years increasing product revenue \$500 MIL and improving operations \$500 MIL.  
Ranked #1 globally in customer support by *PC Week Magazine*.

**DELIVER THE POWER – *Reinvigorate performance via product platform and sales/marketing teams***

Resurrected a 4 year \$100 MIL failed team product launch within three months capturing first \$1 MIL customers by leading global sales/marketing team and by building new operations group with entirely new Smart Grid product built for \$300 K.

**MOBILIZE LEADERSHIP – *Complex made understandable; high energy leading through process and teams***

Led world’s largest \$100 BIL company to 10% outperform with \$2.5 BIL operations budget while strategically extending billion dollar brands into higher value products - 93 octane, lube oils and valuable #1 waxes.

**CUSTOMER COMMITMENT FOR A GENERATION – *Integrate customers with long term relationships/ contracts***

Founded and sold \$30 MIL SaaS business signing 6 year, \$1 MIL+ annual contracts with top 20 food brands, saving customers 20% operations expense and increasing revenue 5%. Launched “Google-like” online visual communication business, collecting daily usage revenue with retailers resulting in closing of 20% more contacts.