

# STACY KAHAN



Stacy Kahan  
Founder & CEO  
1706 Advisors

## ● A Trailblazer In Business Leadership ●

**S**tacy Kahan, the visionary Founder and CEO of 1706 Advisors, boasts an impressive three-decade-long career marked by innovation and excellence. As the driving force behind the company, Stacy crafts and oversees marketing strategies, spearheads business development initiatives, and plays a pivotal role in transforming 1706 Advisors into a collaborative and thriving enterprise. Stacy's journey to the summit of her field was inspired by her father, whose commitment to flexibility, continuous learning, and adept problem-solving deeply influenced her. When she founded 1706 Advisors, Stacy prioritized understanding every facet of the business, a philosophy that propelled her to the CEO position. Her varied roles within the company provided a comprehensive understanding crucial for effective leadership.

Under Stacy's leadership, 1706 Advisors achieved remarkable milestones. In 2023, the company was honored as the Partner Firm of the Year by United Benefit Advisors, recognizing excellence in employee benefits programs. The prestigious 2023 Business Service Award from Business Intelligence Group further underscores 1706 Advisors' commitment to exceptional service under Stacy's guidance.

Stacy identifies mental health advocacy as a crucial post-COVID-19 industry trend. Recognizing the impact of employee care on productivity, 1706 Advisors emphasizes programs fostering positive mental, financial, and physical health. Stacy underscores the correlation between employee well-being and productivity, firmly believing that healthy employees are productive employees. Innovation thrives at 1706 Advisors through a culture valuing 'Thoughtful Innovation and Disciplined Freedom.' Stacy encourages her team to bring forth innovative ideas with actionable plans, leading to the implementation of inventive solutions. This approach has significantly contributed to the company's dynamic growth.

"Aspire not only to build a successful business but to create a culture where integrity, innovation, and authentic human connections are the cornerstones of your success."  
-Stacy Kahan

Stacy's leadership style is encapsulated in her philosophy of "Inspect what you expect." This involves assigning tasks, encouraging questions, setting realistic deadlines, and emphasizing accountability. Stacy believes accountability is vital for professional success and personal development, fostering a culture of responsibility within her team.

Understanding the significance of reinvesting in the business for growth, Stacy creates a nurturing environment for individual and team development. The company places importance on social and environmental responsibility, encouraging community service participation among team members and fostering a culture of giving back.

Managing a diverse team with varying motivations and goals presents a significant challenge for Stacy. As CEO, she focuses on aligning individual aspirations with company objectives. Another challenge involves strategizing for sales growth, requiring identification of industries and client personas aligning with the company's values and service standards.

Navigating the shift to a remote work environment posed a significant challenge for Stacy, given decades of familiarity with traditional office settings. Addressing concerns about team camaraderie and work quality, she implemented structured reporting activities and dedicated collaboration times. This strategic approach ensured a robust and healthy work environment, fostering connectivity and maintaining the high standards set by 1706 Advisors.

"In the tapestry of leadership, resilience, adaptability, and a commitment to holistic success are the threads that weave a legacy of enduring impact."  
-Stacy Kahan

### **Future Vision:**

Looking ahead, Stacy envisions a phase of intense growth for 1706 Advisors. This includes geographical expansion and venturing into new industries.

As a visionary leader, Stacy is committed to identifying and seizing opportunities that align with the company's growth trajectory. Her forward-thinking approach positions 1706 Advisors for continued success in an ever-evolving business landscape. Stacy shares invaluable advice for aspiring entrepreneurs, emphasizing the importance of building a business one client at a time. She underscores the role of exceptional client service in generating growth through referrals. Additionally, Stacy advocates for the implementation of a well-structured CRM system for tracking key performance indicators (KPIs) and stresses the significance of honesty in business practices. She encourages continuous learning from those more knowledgeable, fostering both personal and professional growth.

Prioritizing organization and time management, Stacy effectively manages the demands of her role while advocating for a healthy work-life balance. She believes in setting aside dedicated time for personal life, family, and friends, recognizing that a fulfilling and balanced life contributes to sustained professional success. Stacy recognizes technology as a critical factor in the growth and sustainability of businesses today. Describing 1706 Advisors as a tech-driven company, she highlights the efficiency gained through strategic technology use. This not only saves time and resources but also facilitates growth by increasing touchpoints with prospects and clients. The tech-savvy approach at 1706 Advisors aligns with contemporary business trends.

A recent initiative that stands out for Stacy involves enhancing the company's marketing efforts. This included strategic hires, such as a Sales Development Representative capable of making hundreds of calls daily, and collaboration with an outbound marketing company to complement these efforts. A significant focus was also placed on building a robust CRM system, ensuring seamless integration between marketing and sales efforts.

For Stacy, success transcends mere business metrics; it extends to personal relationships. She views successful partnerships and marriage as reflections of a business environment that is loving, direct, and caring. This ethos creates an atmosphere where individuals within the company thrive, enabling them to be their best selves. Stacy's definition of success embodies a holistic and inclusive perspective, emphasizing the interconnectedness of personal and professional fulfillment.

In essence, Stacy Kahan's leadership at 1706 Advisors is marked by a commitment to excellence, innovation, and social responsibility. Her journey, inspired by familial values, showcases the transformative power of dedication, adaptability, and a comprehensive understanding of the business landscape. The combination of her resilience, adaptability, and dedication is evident in her strategic decisions, making her the driving force behind 1706 Advisors. Navigating challenges with foresight, Stacy continues to shape the company's trajectory, inspiring aspiring entrepreneurs to build businesses that thrive on integrity, innovation, and genuine human connections. Stacy's enduring leadership legacy is not only a testament to her impact on 1706 Advisors but also reflects her broader influence on the industry, setting a standard for leadership that goes beyond conventional metrics and embraces the holistic pursuit of success.

"Success is not just measured in profits but in the genuine connections we forge, the innovations we embrace, and the impact we make on the world."  
-Stacy Kahan

