



# EXECUTIVE LEADERS RADIO



**Paul Ausley**  
**CEO & Founder**  
**Ausley Associates**

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Paul Ausley has a unique understanding and acumen for business. As you will see, he demonstrates his unique ability to lead a start-up company to ultimate success and demand. His innate ability to uncover opportunities, “think outside the box” and formulate a team to get the client off the ground is exceptional, allowing Ausley Associates to soar above the rest.

With over two decades’ experience in the Navy and the entrepreneurial world, Paul understands how to conduct business in the federal marketplace, knows how to recognize opportunity where others do not and continually meets unique challenges. Paul is an “outside the box” problem solver who has recruited nationally to bring the brightest and most talented people to Maryland to create an unequalled workforce of experts in unmanned air systems and fighter aircraft. He has a steadfast vision that has led Ausley to thrive in a competitive industry where political and economic uncertainty is a way of life. Under Paul’s leadership, Ausley has matured to successfully manage over 20 national and local contracts with a portfolio exceeding \$75 million.

**What does the company do for its customers:**

Although Ausley Associates was founded in 1997, it has grown over the years as a small veteran owned business. Ausley Associates has built a premier team of experts, over half of whom are military veterans, who provide innovative program and acquisition management support to the Department of Defense in defining, engineering and positioning Navy systems.

**Who are the company's customers:**

Ausley Associates customers include: Boeing, Lockheed Martin's supplemental staff for Government, Federal Government, Airforce, and Navy just to name a few.

**Why don't the company's customers use a competitor:**

Paul mentioned a few specific reasons why customers pick the Ausley Group over a competitor. The first being the value added expertise they provide to the customer. Their expertise is bar none to their competitors. Second, Ausley Associates always puts their best foot forward with the best performance letting them outshine the competition.

**How did the CEO get involved:**

Paul Ausley founded Ausley Associates in 1997. He has over two decades' experience in the Navy and the entrepreneurial world. With this experience, Paul understands how to conduct business in the federal marketplace; he knows how to recognize opportunity where others do not and continually meets unique challenges.

**Learn from growing up and how it applies to the success today:**

The biggest lesson learned by Paul was to be adaptable. Paul's father was a naval aviator and so they moved around a lot. Paul learned to adapt to his ever-changing new environment and become resourceful at his successful adoption to change. He became resourceful and quick to learn about people and new people he met. Paul also learned how to properly and strategically manage risk. He stated "take on and manage risk, but don't put it into a position that you are in a catastrophic risk."

**Brother and Sisters/Pecking Order:**

Paul is the youngest of three boys. He has two older brothers, which are 18 months apart.

**Mom's Career:**

Paul's mom was a housewife and was supportive of his father and his naval career. She taught Paul the importance of kindness and taking care of people. Paul still lives by this philosophy and implements it in his business.

**Dad's Career:**

Paul's dad was a navy fighter pilot and later became a lobbyist on the hill. His father strongly believed in dedication, commitment and taking care of you people. Paul uses this philosophy today in ensuring his business and those working for him remain successful. He feels that honing in on the right skill-set for someone and finding the right fit ensures the path to everyone's success.

**Advice from the CEO:**

Paul lives by and gives the following advice to anyone that may ask:

Be fully committed to what you are doing. And he also says, don't be afraid to fail, but fail fast.

**Interviewed by:**

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