



Executive Capabilities Statement

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Helping
Organizations Build
Stronger Leaders,
Better Systems, and
Sustainable Growth.



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ADVISORY SERVICES



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Yolanda Stone

Executive Advisor | Organizational Strategist
| Business Operations Leader

Helping Organizations Build Stronger Leaders, Better Systems, and Sustainable Growth.

Yolanda Stone is an executive leader with more than 20 years of experience helping organizations solve complex operational challenges, improve performance, strengthen compliance, and lead transformational change.

Her career spans executive federal leadership, healthcare administration, organizational strategy, government contracting, and business operations. She has managed acquisition portfolios exceeding \$1.2 billion, led multi-disciplinary teams, built operational infrastructures for growing healthcare organizations, and advised leaders navigating high-impact decisions.

Today, Yolanda partners with executives, business owners, healthcare organizations, and leadership teams to improve organizational effectiveness while developing leaders who create lasting results.



Core Capabilities

Executive Leadership

Develop executive teams that make confident decisions, improve accountability, and lead organizations through growth and change.

Operations Management

Optimize business operations through scalable systems, workflow improvement, financial oversight, and operational efficiency.

Organizational Strategy

Design strategic plans that align people, processes, and long-term organizational goals.

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“True leadership isn't about having all the answers, it's about creating clarity, building trust, and helping people and organizations achieve what once seemed impossible.

Government Contracting & Acquisition

Over 18 years of federal acquisition experience with expertise in:

- FAR
- Strategic Sourcing
- Procurement
- Pre and post Contract Administration
- Acquisition Planning
- Risk Management
- Compliance Oversight
- Market Research
- Price and cost analysis
- Lead/Master Negotiator
- Business Advisor
- Thought Leader
- Advisor/Design Partner

Healthcare Administrator

Executive leadership supporting behavioral healthcare organizations across multiple states, including:

- Managed Care Organizations
- Medicaid Services
- Licensing
- Regulatory Compliance
- Human Resources
- Quality Assurance
- Facility/Business Operations
- Business Administration
- IT Operations
- Head of Finance

Organizational Transformation

Helping organizations:

- Scale operations
- Improve internal processes
- Build stronger leadership teams
- Navigate organizational change
- Increase operational effectiveness



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Areas of Expertise

Leadership

- Executive Coaching
- Cross-Organizational Strategy
- Team Development
- Change Management
- Situational Awareness

Operations

- Process Improvement
- Organizational Design
- Business Operations
- Financial Oversight
- Cost Efficiency

Business Growth

- Strategic Growth
- Executive Advisory
- Organizational Scaling
- Decision Support
- Revenue Optimization

Compliance

- Federal/State and Local Regulations
- Healthcare Compliance
- Risk Management
- Business Governance

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Career Highlights

Senior Federal Leader

- Unlimited Federal Contracting Officer Warrant
- GS-14 Executive Leader
- GS-15 Executive Detail
- Procurement Analyst
- Branch Chief
- Team Leader
- Certified Program Manager
- Certified Contracting Officer's Technical Representative
- Certified Federal Contract Manager
- Certified Professional Contract Manager

Portfolio Management

Managed acquisition portfolios exceeding

\$1.2 Billion

including mission-critical federal programs requiring strategic oversight, regulatory compliance, acquisition planning, and executive decision-making.

Healthcare Executive Leadership

Co-owner and Chief Administrative Officer responsible for:

- Operations
- Finance
- Human Resources
- Compliance
- Information Technology
- Managed Care Contracts
- Facilities

for behavioral healthcare organizations serving Medicaid populations in Virginia and Illinois.

Why Stone Advisory



Executive Experience

Leadership built through real executive responsibility, not theory.



Cross-Sector Perspective

Successfully bridges public sector discipline with private sector innovation.



Systems Thinker

Identifies root causes, improves processes, and builds sustainable organizational systems.



Trusted Advisor

Known for helping executives navigate complexity with clarity, confidence, and practical solutions.





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Who We Serve

- Healthcare Organizations
- Behavioral Health Providers
- Government Agencies
- Executive Leadership Teams
- Small & Mid-Sized Businesses
- Growing Organizations
- Nonprofit Organizations
- Entrepreneurs
- Professional Service Firms

Consulting Services

- Executive Advisory
 - Strategic guidance for executives and business owners navigating growth, change, and organizational challenges.
- Organizational Assessments
 - Evaluate operations, identify inefficiencies, and recommend practical improvements.
- Strategic Planning
 - Facilitate strategic planning sessions that align leadership, operations, and organizational goals.
- Leadership Development
 - Coach leaders to improve communication, decision-making, accountability, and team performance.
- Operational Excellence
 - Design scalable systems that improve efficiency, compliance, and organizational effectiveness.
- Compliance & Governance
 - Support organizations in strengthening governance frameworks, regulatory readiness, and operational controls.

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