



## Tj Linz

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President, Retail Division

Tj Linz serves as President of the Retail Division for La-Z-Boy Incorporated. In this role, he is responsible for driving the strategy, growth and profitability for the retail segment, which includes approximately 160 La-Z-Boy Furniture Galleries® stores and approximately 1,400 employees. Prior to his current role, he spent two years as Director of Retail Operations & Strategy where he led significant changes in store compensation and selling culture, retail pricing and operational processes, all contributing to a record year for the division.

Linz began his La-Z-Boy career in 2015 as Director of Strategy & Analytics, partnering with the Vice President of Strategy & Analytics to introduce that function at the company. In that role, he launched an enterprise test-and-learn capability to measure business impact of new ideas in a scientifically controlled process. That initiative resulted in the identification of over \$5 million in potential opportunities during that time.

Prior to La-Z-Boy, Linz worked with Deloitte Consulting as a senior manager in the Deloitte Digital practice. There, he specialized in consumer sales strategies and technologies for financial services organizations. His contributions were recognized with the Deloitte Digital Exceptional Contribution Award, the Outstanding Performance Award and the Global Technology Knowledge Leadership Award, and by his appointment to the Leadership Advisory Council. During his nine years at Deloitte he led and supported numerous consulting engagements.

Linz earned his MBA from the Kellogg School of Management at Northwestern University, where he was awarded the prestigious Austin Scholarship. Also at Northwestern, he completed a Bachelor of Science degree in Computer Engineering, graduating cum laude.

His volunteer involvements have included Ladder Up, where he helped low-income families complete their tax returns, and coaching youth soccer and flag football teams. He enjoys CrossFit, running, soccer, basketball, cooking, traveling and reading.