TRANSFORMING BUSINESS CHALLENGES INTO TRIUMPHS

OBSTACLES TO OPPORTUNITY

A BOOK BY PAT ALACQUA



FEATURING LEIGH ANN ALACQUA

Staffing Expert. Strategic Team Builder.
Leadership Developer.

"You don't always have the resources. You don't always have the bandwidth. But the key is to push forward."

AS FEATURED IN CHAPTER 24:

Scaling New Heights with Staffing Expert, Leigh Ann Alacqua

CHAPTER 24: SCALING NEW HEIGHTS
WITH STAFFING EXPERT, LEIGH ANN ALACQUA

Leigh Ann Alacqua's story is about growing a business by growing its people. Starting from a one-person team to leading a thriving department.

*"**I had to show them the value.** If you had five more of me, this is what we could do."*

From 60–80 hour weeks to the strategic buildout of a high-performing talent acquisition team, Leigh Ann's path is a lesson in vision, value, and perseverance. She shares how OKRs, mentorship, and constant learning helped her not only scale an operation, but turn hiring into a strategic advantage.

*"You can solve all day, but **if you don't get buy-in, your solution won't be adopted.**"*

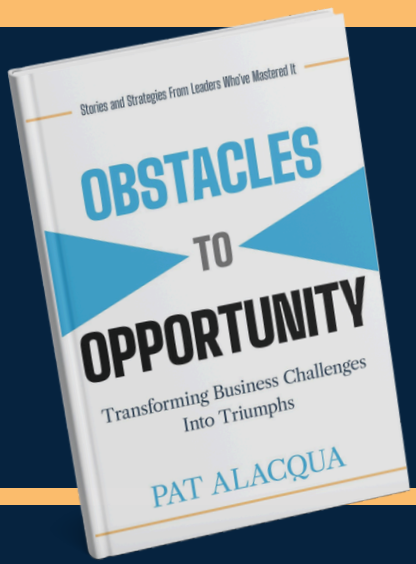
This chapter dives into real strategy. Like how she uses pilot groups, data, and stakeholder alignment to implement organization-wide changes. And the lesson rings clear. You don't wait for things to be easier. You make the hard things count.

SCALING STARTS WITH BELIEF.
Then strategy, action, and alignment. When you show what's possible, others start to believe it, too.

ABOUT LEIGH ANN ALACQUA

Leigh Ann Alacqua is Division VP of Talent Acquisition at Jackson + Coker, a Jackson Healthcare Company. She built and leads a team focused on strategic hiring, cultural alignment, and scalable growth. She's passionate about leadership development, continuous learning, and building teams that thrive in dynamic, high-pressure environments.

READ LEIGH ANN'S FULL CHAPTER—AND EXPLORE THE VOICES OF OTHER TRANSFORMATIONAL LEADERS AT PATALACQUA.COM/BOOK.



ABOUT THE BOOK

Obstacles to Opportunity is a collection of powerful, real-world stories from leaders across industries. Each navigating a significant business challenge and discovering the opportunity within it.

You'll find practical strategies, mindset shifts, and behind-the-scenes insights from executives, entrepreneurs, and operators who turned challenges into clarity, momentum, and growth.