
Motivational Speaker/Certified Trainer/Facilitator/Tutor/Author

Providing sterling presentations, training, coaching, and service with relationship building and continued customer loyalties

Enthusiastic, captivating Motivational Speaker/Certified Trainer/Facilitator/Coach with extensive experience and a successful track record. Effective presenter who actively engages her audience. Adaptable, resilient professional with a commitment to achieving organized goals.

- Charismatic Speaker
 - Effective Facilitator
 - Certified Trainer
 - Successful Event Planner
 - Strong Communicator
 - Seasoned Promoter
 - Veteran Relationship Builder
 - Efficient Time Manager
 - Goal-Driven Leader
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Summary of Skills

MOTIVATIONAL SPEAKER, CERTIFIED TRAINER, FACILITATOR

- Presented keynote speech for annual events: US Army, US Air Force, Alzheimer's, and Hearst Cancer Resource Center, intended to equip the troops and caregivers with positive coping skills
- Developed and implemented a "stress management" program for employees, increasing productivity, quality of work, lessening burnout and sick leave
- Launched new training program for manufacturer's 250 employees, improving quality control by 75% and reducing employee turnover by 90%
 - Provided effective sales training to manufacturer's dealers, increasing retail sales by 80%

PROMOTER

- Collaborated with SLO Chamber Sustainability Committee to acquire "green" office furniture projects: (SLO County building, Botanical Gardens, Mind-Body On-Line, Copeland Sports.)
- Initiated and implemented a company-wide recycling program, significantly reducing utility expenses and the amount of generated garbage by 10%
- Generated high volume of leads through extensive windshield surveys, cold calling, networking, and media research, securing initial appointments with 95% of leads

SALES and NEW BUSINESS DEVELOPMENT

- Established new territory on the North Central Coast for office furniture dealer based in Santa Barbara, increasing revenue by \$2.5 million and averaging five new customers per month
 - Awarded sole contracts as office furniture provider with Rabobank (Tri-Counties) and Pacific Gas & Electric, representing 70% of annual sales revenue
- Built commercial division for local retail office products dealer expanding in two counties, increasing monthly sales 91%, resulting in a 200% rate of new customers

TUTOR

- Assists "low-readers" by reading aloud, focusing on comprehension, retention, vocabulary, and punctuation, to improve the reader's ability to their current reading grade level
- Develops effective techniques for organizing thoughts and writing comprehensive essays
- Encourages and acknowledges student's improvements, creating incentive and motivation
- Teaches additional skills such as "positive thinking" and "respectful behavior," helping build confidence while creating an environment conducive to optimal learning

Relevant Experience

Independent Contractor Tutor: K-12 Private sessions	San Luis Obispo, CA 2017 – Present
Independent Contractor Facilitator, Motivational Speaker, Certified Trainer, Author: <i>LET'S PLAY GRATITUDE! With Life's Sticky Issues</i>	San Luis Obispo, CA 2009 – Present
Western Cabinet Manufacturer Training Department Manager, Dealer Department Manager	San Luis Obispo, CA 9 1/2 years
Holistic Health Faire (Independent Contractor) Host, Speaker, Organizer, Recruiter, Customer Service	San Luis Obispo, CA 1 year
Smart Office Interiors Independent Sales Contractor	Santa Barbara, CA 4 years
Mission Office Products Regional Sales Manager, Account Executive	San Luis Obispo, CA 9 1/2 years

Education

34 th Annual Central Coast Writer's Conference	San Luis Obispo, CA
Literacy Council, Certificate for Volunteer Tutor Training	San Luis Obispo, CA
Hay House Writer's Workshop Cruise 2009	Alaska
University of Washington, Certificate for Training Specialist	Seattle, WA
Bellevue Community College, AA in Fashion Merchandising	Bellevue, WA

Community Involvement

Keynote Speaker: Air Wingman Day, US Air Force	Channel Islands, CA
Keynote Speaker: Behavioral Training Workshop, US Army	Camp Roberts, CA
Speaker: Annual Caregiver Celebration, French Hospital Cancer Research Center-	San Luis Obispo, CA
Motivational Speaker: Annual Caregiver Retreat, Alzheimer's Association	Atascadero, CA
Volunteer: "Low Readers" (Sinsheimer and Hawthorne Elementary)	San Luis Obispo, CA
Volunteer: 40 Prado Homeless Center	San Luis Obispo, CA
Member: SLO NightWriters Association	San Luis Obispo, CA
Volunteer: United Way	San Luis Obispo, CA
Volunteer: The Land Conservancy	San Luis Obispo, CA
Volunteer: Wilshire Hospice of the Central Coast	San Luis Obispo, CA
Volunteer Coordinator: Circle of Spiritual Enlightenment	San Luis Obispo, CA
Volunteer for Fundraisers: Unity Church	San Luis Obispo, CA
Project Leader, Self-Publishing Coordinator: Sierra Club SLO County Trail Guide	SLO, CA