

Faculty CV
R. Joseph (Joe) Childs, DBA, AGI/IGI
Professor of Business
Executive Director of Innovation Projects
DeVoe School of Business, Technology, and Leadership
College of Adult and Professional Studies
Indiana Wesleyan University (IWU)

joe.childs@indwes.edu

HIGHER EDUCATION ADMINISTRATIVE EXPERIENCE:

2023 – current: Professor; Executive Director of Innovation Projects, Indiana Wesleyan University
2020 – 2023: Chair, DBA Program; Director of Aviation Programs, Indiana Wesleyan University
2015 – 2020: Director, Center for Innovation; Chair, Business & Leadership Department, Southeastern University
2008 – 2015: Dean, College of Business and Legal Studies, Southeastern University
2003 – 2008: Chair, Department of Business Administration, Bethany University

RECENT TEACHING RESPONSIBILITIES:

DBA: Organizational Development, Doctoral Research Methods
Aviation: Private Pilot, Instrument Rating, Commercial, (AGI/IGI) ground school
MBA/MS: Communication and Decision-Making, Organizational Behavior, Legal/Ethical Management
BS: Entrepreneurship

EDUCATION:

2008	Doctor of Business Administration (DBA)	Golden Gate University, SF, CA
1997	Master of Arts	General Ministry Western Seminary, Los Gatos, CA
1984	Master of Science	Public Relations University of Southern Mississippi
1981	Bachelor of Arts	Communication University of Southern Mississippi

OTHER ACADEMIC ACHIEVEMENTS:

2021	Certification – Integrative Coaching	Association of Integrative Psychology
2013	Certificate of Leader Development	US Army War College—NSS
2012	<i>Doctor of Honoris Causa</i>	Agora University, Oradea, Romania
1979	Certificate – Professional Pilot	Mississippi School of Aviation

FAA Certificates/Experience:

Commercial Pilot AMEL; Instrument Rating
Certified Flight Instructor-Instrument (Expired)
Advanced Ground Instructor; Instrument Ground Instructor
Part 141 CFI/I, Mississippi School of Aviation; Sept 1979-May 1981
Part 141 Chief Instructor, Plantersville Flying Service; September 1983-October 1984
Part 141 Ground School Instructor, Jeff Air Pilot Services; June 2022-Present

ACADEMIC EXPERIENCE:

(2020 – Present). Professor, Executive Director Innovation Projects (Other/previous: Interim-Dean, Chair, Doctor of Business Administration (DBA)/Director of Aviation Programs
INDIANA WESLEYAN UNIVERSITY, MARION, IN

Interim-Dean Executive Director Innovation Programs: Provide leadership and academic oversight to graduate students in recruited through the International Student Program. Enrollment grew from

800 to 3,000. Coordinated with faculty and staff to develop new graduate programs, recruited and assigned faculty, and designed new residency formats. Developed the DeVoe Entrepreneurial Experience (DEX) curriculum in both online and executive-workshop based formats. The DEX presents the essential foundations of business from an immersive, integrated, and practical perspective of an AI empowered entrepreneur.

Chair, DBA: Provide leadership and academic oversight of a practitioner-oriented DBA program with a sustainable enrollment of 250 students per year. The program features and award-winning Problem-based learning (PBL) model of inquiry. Students complete an Applied Doctoral Project (ADP) in lieu of a dissertation. The ADP is a scholar-practitioner deliverable that solves a complex problem for a partner organization. Served on the following committees: Curriculum, Appeals, Rank and Promotion, and Sprint Team.

Director of Aviation Programs: Developed the AS in Professional Pilot, AS in Aviation Operations, and BS in Aviation Management program. Conceived of the program learning outcomes, course descriptions and provided academic leadership to the development of specialized aviation management courses. Recruited and retained three regional training partners serving six locations and one national partner. Secured recurring contracts with the AFJROTC Summer Flight Academy to train cadets with a 96% success rate spanning three years. In application process for obtaining FAA Part 141 Ground School Air Agency Certificate.

(2015 – 2020) Director, Center for Innovation/Chair, Business & Leadership, School of Unrestricted Education
SOUTHEASTERN UNIVERSITY, LAKELAND, FL

Director, Center for Innovation: Oversee the conceptualization and development of innovated higher education solutions aimed at making accredited higher education more affordable and accessible. This includes customized academic programs for niche and micro-credential markets (online and blended), and academic business model innovation.

Chair, Business and Leadership Department: Tasked to oversee the development and launch of a new Bachelor of Business Administration (BBA) for the online market to include features of competency-based education and a badging system to verify students graduate with employable skills. Recruited subject matter experts and coordinated with instructional designers to develop curriculum. Developed assessment plans and collaborated with enrollment marketing on go-to-market strategy. Cultivated partnerships and piloted competency-based courses to a specific market segment. Coordinated program assessment. Past Chair the Extended Education Curriculum Committee and served on the General Education Committee.

Aviation Program Director: Launched the aviation program with a BS in Aviation Management. Included writing the curriculum plan and recruiting adjuncts to teach specialization courses. Developed and maintained service provider relationships. Secured AFJROTC Flight Academy Contract.

(2008 – 2015) Dean, College of Business and Legal Studies
SOUTHEASTERN UNIVERSITY, LAKELAND, FL

Cast the vision and academic master plan for the academic unit that includes business, leadership, history, legal studies-oriented programs with over 650 students and 18 full-time faculty. Created initiatives to focus resources and establish program differentiation. *Online MBA program recently ranked in top 100 by USNews (#79)*. BS in Accounting graduates have a 75% first-time CPA exam pass rate (top 5% in the USA). Engaged faculty to upgrade expectations, intellectual

contributions/scholarship and service. Recruited additional faculty and adjusted faculty teaching load to accommodate a culture of scholarship and teaching excellence. Encouraged innovation in curriculum and teaching. Expanded global alliances in Romania and El Salvador. Formed the Department of Historical, Legal and Leadership Studies and added a concentration in Organizational Leadership for the EdD program. Revised the MBA course sequencing for more efficient use of faculty resources and improved program flexibility. Expanded extension site programs and online programs. Developed fund-raising plan and raised approximately \$250,000 in cash and gifts in kind. Initiated dual-enrollment plan with public and private high school networks that yielded more than 250 new students. Achieved initial ACBSP business and separate accounting accreditation. Served on the universities strategic planning committee and assessment committee.

(1994 – 2008) Program Chair/Associate Professor/Adjunct Professor
BETHANY UNIVERSITY, SCOTTS VALLEY, CA

Developed courses, recruited and mentored students and faculty, taught external degree, adults, and on-campus courses. Have taught nearly every course in the business program at least once, but specialized in capstone strategy, economics, marketing and management. Sam Walton Fellow (2005-8); Cook Fellow, Acton Institute (2004). Initiated IACBE membership and accreditation process. The academic unit was ranked #6 in *Business Reformed* for professional experienced faculty at Christian Colleges in the USA. Achieved tenure in 2008, elected as Associate Dean of the School of Professional Studies (2008).

(1991-1993) Assistant Professor/Consultant
UNIVERSITY OF ORADEA, ROMANIA

Was invited to create and teach marketing and management at the University of Oradea as part of the country's economic reform movement. Trained and mentored over 150 Romanian entrepreneurs and government officials in free market principles, leadership, management, and marketing. Coordinated the distribution of \$3 million worth of medical relief in Romania. Presented papers on economic development and entrepreneurial mentoring programs in Romania. Operated a private business development center in Oradea, Romania. Provided economic development advice and coaching to city officials and business leaders in Ostruda, Poland. (Returned to USA after a two-year commitment). These achievements were recognized when I was awarded a *Doctor of Honoris Causa* in 2012.

PROFESSIONAL EXPERIENCE:

(1991-current) Consultant/Marketing Contract Services
CONSULTANT

Contracted with various high-tech and Silicon Valley-based companies and organizations to provide business management, strategic product marketing, messaging and presentation development, channel and marcom management projects. Clients included Adobe, Amgen Apple, and Cisco Systems. Also currently serve as a business mentor at Catapult Lakeland, a shared learning incubator for entrepreneurs. (*See attached client list below*)

(1999-2001) Vice-President of Marketing and Business Development
PREFERSOFT, INC., SCOTTS VALLEY, CA

Responsible to lead the overall marketing of the company's web-based/ASP hosted e-commerce and customer care software (CRM) for the SMB market. Recruited and trained product managers,

developed overall corporate positioning and branding, created sales tools, managed events, VAR/channel development and product launch plans. Managed the PR and Marcom agency relationships. Established alliances with key partners and trade associations. (The company was sold to WebEKG in May 2001).

(1998-1999) Director of Marketing and Sales
ESONIC MULTIMEDIA CORPORATION, MILPITAS, CA

Led a Taiwanese DVD ROM manufacturer in developing and executing product marketing, customer service, and sales channels for their USA distribution. Conducted research, wrote business plans, recruited and trained employees, managed agencies, developed third-party business development partnerships and brought the company to product launch of its line of DVD ROMs and players. Assisted the company in shifting to an OEM only business model and moved all operations to Taipei.

(1997-1998) Account Executive/Strategic Consultant
DUARTE DESIGN, INC., MOUNTAIN VIEW, CA

Managed several full-service marketing communication accounts, including HitachiPC, Cisco Systems, Resumix, Compaq Computers. This included project management, interfacing with clients to provide both strategic and tactical product marketing, branding, content development. Responsible for an annual \$1 million revenue run-rate.

(1993-1997) Senior Pastor
LIGHT & LIFE COMMUNITY CHURCH, SANTA CRUZ, CA (Free Methodist)

Led a small congregation through pastoral care, teaching, evangelism, outreach to families, and counseling. Developed and implemented a leadership mentoring program. Recruited volunteers, served on various denominational committees. Ordained as a Free Methodist minister in 1996.

(1991-1993) Assistant Professor
University of Oradea (See above)

(1985-1991) VP of Sales/National Sales Manager/Marketing Manager
CHAPARRAL COMMUNICATIONS, INC., SAN JOSE, CA

Responsible for worldwide sales and marketing strategy of company's market leading consumer electronics satellite reception product line. Achieved annual sales goals to \$32 million by developing multiple sales channels and OEM agreements. Responsible to forecast sales of over 100 products as well as day-to-day sales management of outside and inside sales staff. Recruited, trained and mentored sales force. Developed and implemented channel marketing, advertising and promotional strategies, trade shows and public relations campaigns. Contributed to business planning, new market development, customer care, and product management. Established operations of a subsidiary in London and European distribution. Promoted from account manager to marketing manager to National Sales Manager to VP of Sales. (Left the company to pursue opportunities in Eastern Europe).

(1984-1985) Marketing Manager
CAYSON ELECTRONICS, INC., FULTON, MS

Responsible for advertising, public relations and sales management for \$3-5 million home satellite manufacturer. Managed product catalog development, sales lead generation and customer database management. Created sales tools, literature and managed advertising agency. Developed plans

growth and expansion, including the overseeing of opening a branch sales office. (Left the company for Chaparral Communications).

1983-1984 Chief Flight Instructor
PLANTERSVILLE FLYING SERVICE, Plantersville, MS

Serviced as the Chief Flight Instructor for FAA Part 141 flight school. Conducted flight and ground school instruction, oversaw training operations. Part 135 VFR SEL Pilot.

PEER REVIEWED PUBLICATIONS:

Snyder, T., Childs, R. J., White, P. (2024). Large Language Models in business case research methodology: Reflections and considerations for scholar practitioners. *Advances in Online Education: A Peer-Reviewed Journal* 3(1), 1-13.

Martinez, A., Childs, R. J., & Sutliff, D., (2020). "Multi-crew operations." Chapter in *Engaging the Next Generation of Aviation Professionals*. Eds. Suzanne Kearns, S., Marvin, T. & Hodge, S. Routledge.

Childs, R. J. (2016). Fractional reserve banking. *A Concise Guide to Modern Economics*. Ed. Robert Cunningham. Farmington Hills, MI: Gale. (Extended essay)

Childs, R. J. (2016). The debate over minimum and living wages. *A Concise Guide to Modern Economics*. Ed. Robert Cunningham. Farmington Hills, MI: Gale. (Extended essay)

Hahn, W. Fairchild, C. & Childs, R. J. (2015) Student achievement at CCCU-member colleges: a comparison of CCCU students' outcomes on the uniform CPA exam to students' outcomes at AACSB and other institutions of higher education. *Christian Higher Education*, 14(4), 244-255. doi: 10.1080/15363759.2015.1049753.

Childs, R. J. (2015). [Review of the book *The End of College: Creating the Future of Learning and the University of Everywhere*, by K. Carey]. *CCCU Advance*, Fall 2015, 54. http://issuu.com/cccu/docs/15_falladvance_web_5d61febb162eff/55.

Childs, R. J. (Spring, 2012). The future of BAM in the academy: A response to Rundle and Quatro. *The Journal of Biblical Integration in Business*. 15(1), 88-97. ISSN# 1527-602

Childs, R. J. & Manolescu, A. (2011). Econometric model to assess the impact of sleep deprivation and sleep disorders on macroeconomic and firm-level output. *Agora International Journal of Economical Science*. 1, 5-24. ISSN# 2067-3310

Childs, R. J., Childs, K. M. (1992). Perspectives on market economics: A moral imperative for Romania's future economy. *Published Proceedings at the International Symposium*, University of Oradea, May 22-25, 1992.

Childs, R. J., Manolescu, M. (1992). Continuing education teaching format for training entrepreneurs. *Published Proceedings of the International Symposium*, University of Oradea, May 22-25, 1992.

Tardy, C. H., Childs, R. J., & Hampton, M. (1985). Communication and Type A coronary-prone behavior. *Perceptual and Motor Skills*, 61, 603-614.

Treas, C. & Childs, R. J. (1984). Positioning in marketplace enhances product salability. *Satellite TV Opportunities*, 3(10), 22-24.

ACADEMIC CONFERENCE PAPERS/ PRESENTATIONS:

Childs, R. J. (2024, November, 11) *SchoolAi: Entrepreneurship Mindset Coach*. Panel discussion at the AI Showcase Conference, Indiana Wesleyan University. Marion, IN

Childs, R. J. (2024, May 15) *Entrepreneurship: A Mindset Worth Teaching*. Panel discussion at the UNMUTE Conference, Wesley Seminary. Marion, IN

Childs, R. J. (2021, October 15) *The Role of Partner Universities in Developing Diversity and Inclusion Mindset Among Cadets*. Presentation at the AFJROTC & AABI Flight Academy Annual Review Meeting. Atlanta, GA.

Childs, R. J. & Brewer, K. (2020, March 3). *Augmenting Aeronautical Decision Making (ADM) with Error and Threat Management Training in Young Pilots*. Presentation at the National Training Aircraft Symposium. Embry-Riddle Aeronautical University, Daytona Beach, FL.
<https://commons.erau.edu/ntas/2020/presentations/39/>.

Childs, R. J. & Martinez, A. (2018, October 14). *Threat and Error Management Training: Promising Results*. Presentation at the AFJROTC & AABI Flight Academy Annual Review Meeting. Atlanta, GA.

Childs, R. J. (2018, November 12). *Unrestricted Opportunities and Innovation in Business Education*. Presentation at the Southern Business Administration Association Meeting. Charleston, SC.
https://southernbusinessdeans.org/wp-content/uploads/2022/09/Childs_-Unrestricted_SBAA-Presentation_11-12-2018.pdf.

Childs, R. J. & Vanderpool, M. (2016). Preparing for adaptive learning and competency-based education. Presentation at the Connect 2016 Conference, July 21, 2016.

Hahn, W. & Childs, R. J. (2014) A comparison of CPA pass between CCCU and non—CCCU schools: An indicator of academic quality. Paper presented at the Christian Business Faculty Association. October 2014. Nashville, TN.

Childs, R. J. (2012). Empowering entrepreneurs in Romania: A retrospective look. Presentation at *Doctoris Honris Causa* Ceremony, Agora University, Oradea, Romania, Nov. 2, 2012.

Childs, R. J. (2012). The opportunities and perils of partnering with higher education. Presentation at Volunteer Public School Choice Conference, June 14, 2012. St. Petersburg, FL.

Childs, R. J. (2010). Business as Mission: An emerging discipline. Keynote presentation panel at the Christian Business Faculty Association, October 2010. Lakeland, FL.

Miller, A. & Childs, R. J. (2010). The impact of the financial crisis on church financial management: an empirical analysis of a major US denomination. Paper presented at the Christian Business Faculty Association, October 2010. Lakeland, FL.

- Tripp, C. L., Childs, R. J., & Kilpatrick, J. W. (2010). An examination of the integration of “business as mission” curriculum in the business colleges of Christian universities. Paper presented at the Christian Business Faculty Association, October 2010. Lakeland, FL.
- Childs, R. J. & Manolescu, J. (2009). Developing Global Business Education Alliances: A Case Study. Conference presentation International Assembly for Collegiate Business Education (IACBE) European Conference, Skopje, Macedonia, October 2009.
- Childs, R. J. (2009). The virtues of free market values for the European Union. Special Conference of Agora University. Oradea, Romania, May 2009.
- Childs, R. J. (2008). The ethical imperative to mitigate risks of employee sleep deprivation. Conference presentation at the Western Economic Association Conference, Honolulu, HI July 2, 2008.
- Childs, R. J. (2007). Improving student outcomes in computer office application skills through assessment. Conference presentation at the regional meeting of IACBE, October 2007.
- Hart, W. & Childs, R. J. (2003, Spring). Oral breathing apparatus to treat obstructive sleep apnea. Business plan presentation competition Stanford University Graduate School. Palo Alto, CA
- Childs, R. J. (2001). Theotherapy: A means of sanctifying grace. Paper presented at the Annual Meeting of the Evangelical Theological Society West Region, Bethany Seminary, San Diego, CA, April 20, 2001.
- Childs, R. J. (1983). Situational leadership theory adapted to college residence hall management. Paper presented to Southern States Speech Communication Association Meeting, Orlando, FL, April 1983.

OTHER ACADEMIC AND PROFESSIONAL PUBLICATIONS:

- Childs, R. J. (Work in progress). Case Study for Ivey Publications. Working title: *The Financial Crisis of 2008 and Auto Dealership Failure: The Michael Holly Story*.
- Childs, R. J. (2013). [Review of the book *Generations at Work*]. *Forum for Business*, 22(8), 3.
- Childs, R. J. & Devasagayam, R. (2013). *Marketing program review: Self-study report*. Report presented to Walter E. Heller College of Business, Roosevelt University. Spring, 2013.
- Childs, R. J. (2013). When business schools turn missional. *Charisma's Best: Graduate schools, seminaries, and online* Lake Mary, FL: Charisma Media, 14-16.
- Childs, R. J. (2012). Ethical practices will build your reputation. *Forum for Business*, 21(11), 18.
- Childs, R. J. (2012) The value of hiring an intern. *Forum for Business*, 21(8), 8-9.
- Childs, R. J. (2004). Conference review: toward a free and virtuous society. *Acton Notes*, 15(5), 2.
- Childs, R. J. (2005). Let's study economics. *Santa Cruz Sentinel*, April 26, 2005.
- Childs, R. J. (2003). Tips for improving any presentation. Duarte Design, Inc. website. www.duarte.com

Childs, R. J. (1992). *Managing in a free market economy*. University of Oradea Press. Oradea, Romania. (course workbook)

DISSERTATION AND APPLIED DOCTORAL PROJECT CHAIR, CHAIR/COMMITTEE MEMBER:

White, P. (2024). Revitalizing membership participation in local VFW posts. Applied Doctoral Project (ADP), Indiana Wesleyan University, Marion, IN.

Jenkins, K. (2023). Strategies for Northern Virginia Community College to meet four-year transfer partner expectations in implementing business ethics education in the curriculum. Applied Doctoral Project (ADP), Indiana Wesleyan University, Marion, IN.

Stirratt, K. (2023). The maturity of multiplication: Transitioning churches from single-site to multisite—A four frame analysis. Applied Doctoral Project (ADP), Indiana Wesleyan University, Marion, IN.

Binik-Thomas, J. (2022). Risk-mitigation within a contract research organization-dollars and days of outstanding. Applied Doctoral Project (ADP), Indiana Wesleyan University, Marion, IN.

Richardson, R. (2022). Leadership effectiveness and the Samaritan Resource Center. Applied Doctoral Project (ADP), Indiana Wesleyan University, Marion, IN.

Leslie, B. L. (2012). Recruitment and retention of female accounting students at a denomination-affiliate's higher education institutions. DBA dissertation, Baker College, United States—West Branch, MI.

Royer, J. D. (2011). The personal digital brand: Accountability decorum, and e-professionalism among undergraduate Facebook users. DBA dissertation, Argosy University, United States—Tampa, FL

PROFESSIONAL PRESENTATIONS (Selected):

Childs, R. J. (2024, October, 17). Current AI uses for entrepreneurs and leaders with future trends. Level Up Leadership Webinar Series. <https://tinyurl.com/ycx7e9aw>

Childs, R. J. (2017). Bachelor of Science in Business and Professional Leadership. Presentation at Summit Conference. February 2017. Lakeland, FL

Childs, R. J. (2015). Leading by storytelling. Monthly meeting of the American Business Women Association. February 2015. Lakeland, FL

Childs, R. J. (2014). Environmental scan of the external environment for Lakeland Area Chamber of Commerce. Board Retreat. September 2014, Tampa, FL.

Childs, R. J., Jessup, J. (2012) Best practices for establishing dual-enrollment partnerships. Presentation at the 2012 National Educators Conference, November 9, 2012. Orlando, FL.

Childs, R. J. (2012). US Economic analysis update. A research presentation at the weekly meeting of the Citrus Kiwanis Club. February, 2012, Lakeland, FL

Childs, R. J. (2012). US Economic analysis update. A research presentation at the monthly meeting of the Lakeland Republican Club. February, 2012, Lakeland, FL

Childs, R. J. (2011). Key factors impacting Lakeland Chamber of Commerce. A research presentation at the annual retreat of the Lakeland Chamber of Commerce Board of Directors. October, 2011, Winter Haven, FL

- Childs, R. J. (2010). Key factors impacting Lakeland Chamber of Commerce. A research presentation at the annual retreat of the Lakeland Chamber of Commerce Board of Directors. October, 2010, Lakeland, FL.
- Childs, R. J. (2009). Polk County Economic analysis update. A research presentation at the annual meeting of the Winter Haven Chamber of Commerce. February, 2009, Winter Haven, FL
- Childs, R. J. & Leslie, B. A. (2009). Teaching to and assessing program-level outcomes in individual courses of instruction. Paper presentation at the Best Practices Teaching Seminar. Southeastern University, Lakeland, FL
- Childs, R. J. (2006). Improving micro-enterprise success through job costing analysis. A research paper presented to the Development Committee of the Asia-Pacific Free Methodist Missions Association.
- Childs, R. J. (2005). Integration of faith and business. Panel response to Bethany University faculty retreat, October 2005.
- Hart, W. & Childs, R. J. (2003, Spring). Oral breathing apparatus to treat obstructive sleep apnea. Business plan presentation competition, Stanford University Graduate School. Palo Alto, CA
- Childs, R. J. (1987-89). Marketing for Success. *Satellite TVRO Dealer's Association Certification*. Various locations.

AWARDS:

- President's Award for Meritorious Service, 2024. Indiana Wesleyan University.
- Child Welfare Excellence Award. Florida Department of Children and Families—Central Division, September 2018
- Outstanding Leadership for service on the Executive Board of the Lakeland Area Chamber of Commerce, December 2015.
- “Swiss Army Knife Leadership Award” for service as Dean, College of Business and Leadership Studies at Southeastern University, June 2015.
- Award for Patriotic Employer. Employer Support of Guard and Reserves. U.S. Department of Defense. May, 2011.
- Manufacturer Recognition Award: for outstanding efforts, loyalty and dedication to the satellite industry. Satellite Dealers Coalition. July, 1989

INTELLECTUAL PROPERTY DEVELOPMENT (PARTIAL LIST):

- Childs, R. J. (2022). Adaptive Learning Framework Using AI for Review of Missed Questions on FAA Pilot Knowledge Exam.
- Childs, R. J. (2018) Competency-Based Curriculum Contract under Southern New Hampshire University: Bachelor of Arts Management

Childs, R. J. (2015, 2016, 2018). College Course Curriculum Licensed to Southeastern University:
Financial Management
Introduction to Business Concepts
Introduction to Economics
Organizational Behavior (MBA)

Childs, R. J. (2015, 2016). Competency-Based Curriculum Contract under College for America:
Conduct Business Globally
Innovate Like an Entrepreneur

Childs, R. J. (2004). College Course Curriculum Licensed to Bethany University:
Business and Professional Writing
Marketing in a Global Economy
Human Resource Management
Strategies for Organizations
Integration of Faith and Business
Research Paper Writing Guide
Business Grammar Proficiency Assessment Tool

Wondka, Curtis, Hart, Eversull, Childs (2003). Patent Application #60/448,522: Oral Breathing Apparatus with Fitting and Sealing Features, February 21, 2003.

Wondka, Curtis, Hart, Eversull, Childs (2003). Patent Application #60/455,838: Oral Breathing Apparatus with Special Features for Form, Fit, and Function, March 20, 2003.

BOARDS/MEMBERSHIP/OTHER SERVICE:

- Board of Directors, emPower Real Estate LLC. (2022 – 2024).
- University Aviation Association (personal membership 2018-2020).
- Central Florida Economic Development (CFDC) aviation sector advisory board (2018-2020).
- Young Professionals Think Tank. Appointed by Lakeland Mayor Wiggs (2016 – 2019)
- Lakeland Utility Committee/Commission (2015 – 2020)
- 10th Circuit Court (FL) Unlicensed Practice of Law Committee (2015 – 2020)
- Board of Directors, Ignite Lakeland (2014 – 2015)
- Talent and Education Development Executive Committee Chair Lakeland Chamber of Commerce (2013 – 2016)
- Board of Directors/Past-President, Citrus Kiwanis Club, Lakeland, FL (2012 – present)
- Executive Board of Directors, Lakeland Area Chamber of Commerce (2011 – 2016)
- Dean’s Advisory Board, Enactus USA (2011 – 2014)
- Associate Editor: *Agora International Journal of Economical Sciences* (2009 – 2015)
- American Management Association
- Christian Business Faculty Association
- Southern Business Dean’s Association
- Assistant women’s wrestling coach, Scotts Valley High School, (’07 – ’08)
- Board of Directors/Secretary/Parliamentarian, Scotts Valley Parent Club (’07 – ’08)
- Board of Directors, OPAP, Inc. (Medical device-Sleep Apnea), Palo Alto, CA, (’02-’08)
- School Board Member, Sherwood Early Learning Center, Soquel, CA (’02)
- Board of Directors, Christian Counseling International, Scotts Valley, CA (’01 – 03)
- Board of Advisors, BioExpertise (Medical knowledge mngt), Palo Alto, CA (’99 – ’01)
- Weekly Radio Talk Show Host (KFER; 89.9 FM), Soquel, CA (’98)

- Elected, Santa Cruz County Republican Central Committee ('98 – '00)

SELECTED CONSULTING CLIENT LIST:

- **Adobe Systems:** content development and speech writing for Higher Education Market
- **AlphaVentures, Inc.:** Investor presentation development and white paper writing.
- **Amgen, Inc.:** Project management for conference presentations
- **Apple:** sales presentation development for Final Cut Pro software, project management services for World Wide Developer's Conferences
- **BioExpertise Network:** advisory board member for biotech knowledge-base company
- **CareSoft:** trade show booth messaging and content creation for healthcare management software
- **Cisco Systems:** sales and business development presentations; various copy writing and program development
- **Compaq Computer:** sales and partnership presentations for ProLiant line of servers
- **CommerceOne:** content development for C-level sales presentation for B2B e-commerce
- **Digital Interiors:** business plan development, product marketing, and branding for home networking
- **HitachiPC:** full-service agency account management, product marketing, launches, strategy development
- **Hewlett-Packard:** presentation and branding audit
- **Lakeland Chamber of Commerce:** strategic planning to reshape the chamber's efforts to maintain accreditation and better service its constituents
- **Macrovision:** business development and licensing for video security technology in Eastern European market
- **MuTek Software:** channel management development and implementation for software bug trapping product line
- **OPAP:** business plan development, PR kit, investor presentations, product development for treating sleep apnea
- **Pacific Media:** strategic marketing consultation for consumer electronics DVD drive OEM
- **PF Solution:** advisory board member for start-up.
- **PNG:** corporate presentation development, writing and editing for cryptology software and solutions
- **Powersoft:** white papers, success stories, sales guide for systems integrator
- **ProFound Employment:** marketing plan creation and business development execution for retain search firm
- **PolyGlot Software:** marketing plan development, channel management, product positioning for Y2K software
- **Resumix:** development and production management for on-line sales presentation of employment software
- **Securify:** writing of technical sales presentations for network security software
- **Sherwood Early Learning Center:** managed merger, restructuring, re-licensing, re-branding of private school
- **SonicMobility:** datasheet copy writing and content creation for wireless application technology
- **Sun Microelectronics:** content development for product marketing department presentations for CPU division
- **Sun Microsystems:** content development of Sun Sigma promotional program; presentations for conferences
- **S-MOS Systems:** sales tools and incentives development for customer microchip manufacturer
- **Steed Technology:** Web content, sales and product marketing collateral for IC equipment process

- **VMWare:** corporate presentation development, writing and editing for virtual software vendor
- **WebEKG:** sales training, copy writing, and corporate marketing, PR for software systems integrator