## DISTRICT LEADER BIOGRAPHICAL INFORMATION



Candidate's Name:	James Park					
Candidate's Office:	Club Growth Director			District Number:		52
Toastmasters memb	per since:	January 1, 2016				
Education:						
Central Washii	ngton U	niversity - Bachelo	or of Science in	n Business A	dministration 2	2005
Toastmasters offices	s held and	terms of service:				
2018-2019 Voi	ices of L	ofty Speakers, Tros Angeles, VPE Director 2019-20	2019-2020 Vo			
Toastmasters honor	s and reco	gnition:				
Relevant work exper	ience and	how it relates to Toas	tmasters and vour	role as a District	loador:	

Dental sales consultant for 13 years. Managed and built relationships with over 200 dental practices. Each practice has its own leadership, team and culture, which is similar to a single club at Toastmasters. My job was to help each of these practices run more efficiently and produce more. I trained each team member to perform their role and helped a practice with marketing, sales and operations. In turn, I became their trusted advisor and their efficiency and production increased my sales. I believe the District leadership's role is very similar.

What experience do you have in strategic planning?

Strategy is important when planning, short term and long term. I plan the most efficient way of running a practice while increasing production and help my clients implement the plan. Usually this is a business plan which either involves an existing dental practice, or planning the build-out of a \$1M office, which includes budgeting for construction and equipment costs. In addition, I conduct frequent check-ins and make adjustments to any additional needs or changes so we stay on track and on schedule.

What experience do you have in the area of finance?

I work with clients to create business plans which includes budgeting and forecasting for general operations, marketing, etc. During the last quarter of each year, we go over capital purchases to maximize tax savings.

What experience do you have in developing procedures?

As a certified OSHA/Infection Control, HIPAA, California Practice Act, Recall system, Total Health, Team Harmony and other continuing education course instructor, I developed custom-tailor courses and the procedures that works for every practice.

What lessons did you learn from previous leadership positions?

Have a bias for action - I am not above any job or task, period. I learned how to be accountable and learned to better control my emotions and have more patience.

Why do you want to serve as a District leader?

As a Toastmaster and current Division D Director, I have grown immensely and climbed out of my shell. I recognize that Toastmasters has changed my life, and taking on bigger leadership positions has challenged me to grow and learn. I believe that District 52 has a lot of opportunity in terms of helping people bring the best out of themselves.

In your opinion, what are the District mission's major objectives and how would you work to achieve them?

First and foremost, the district mission is to build new clubs and support existing clubs by continuously offering quality training programs. From my experience working with John Murray, current CGD, I believe that firing up the leadership and getting leads, in addition to following up patiently with calls and emails are important. The final part where you close the sale - the launch meeting- is the easy part! I plan to gather up a super team to help me fulfill my objectives for the District.

Additional information about yourself:

Toastmasters has changed my life. As much as I received help from all the mentors and leaders, I must give back to the Toastmasters just as much if not more. I believe Toastmaster is for everyone!