

# TERRY LAPLANTE

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## Summary

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An environmental activist with over 25 years of experience as a business development professional. A life long resident of Brevard County committed to sustainable growth, economic prosperity, and a healthy Lagoon.

## Experience

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### Petitioner

September 2015 to January 2016

**Independent Contractor** — Melbourne, Fl

- Collected petitions for Floridians For Solar Choice and for Medical Marijuana.
- Top performer in Brevard County

### Volunteer Volunteer Coordinator

March 2015 to September 2015

**Marine Resources Council** — Palm Bay , FL

- Clean-up and update volunteer database
- Organize events to educate the public, recruit volunteers and new members
- Organize and activate volunteers
- Assist with fund-raising
- Staff Lagoon house with volunteers to serve as receptionist
- Reach out via social media to raise public awareness

### Field Organizer --Telecommuting

January 2013 to December 2013

**FLORIDA WATER & LAND LEGACY** — TALLAHASSEE, FL

- Top performing field organizer
- Team leader collecting over 5000 petitions personally
- Proficient use of contact management system to develop relationships with 600 volunteers
- Manage the activities of volunteers from twelve counties
- Speak to civic organizations and clubs securing endorsements and support
- Organize, coordinate and manage logistics for multi-events weekly
- Follow up, follow up, follow up
- Train volunteers to use scripts and provide coaching
- Work in the field recruiting, organizing and training activists
- Maintain database and email list for all activists
- Recruit and support lead volunteers
- Travel to key locations to form coalitions of organizations and individuals to join the campaign
- Work independently from home
- Provide expense accounts in timely manner
- Provide blurbs for weekly newsletter
- Strategic planning and coordination with campaign director and staff
- Use on-line media to increase support and public awareness

## **Yacht Broker**

January 2005 to January 2007

**YachtMasters** — Merritt Island, FL

- Network in the community
- Consult with individuals about their boating needs and wants
- Educate prospects with available financing
- Secure new listings and reactivate old ones
- Maintain office two days a week.
- Provide customer service 24/7.

## **Financial Adviser**

January 1999 to January 2003

**Raymond James Financial Services** — MELBOURNE, FL

- Manage branch office with team of four people
- Network with attorneys and CPAs assisting clients with estate planning
- Educate clients on donating stock for tax deductions supporting charitable causes
- Provide customer service above and beyond the norm
- Team building: hiring, training, and supervision
- High client retention demonstrating client loyalty and customer satisfaction with services provided
- Maintain professional standards for personal ethics and compliance

## **VP Senior Financial Consultant**

January 1986 to January 1999

**Merrill Lynch** — MELBOURNE, FL

- Built clientèle by making 300 cold calls a day
- Business professional using consultative sales approach
- Top producer 1989-1999
- Generating \$800,000 in sales commissions annually
- Bringing in over 110 million in assets to the firm
- Member of the Charles E. Merrill Circle
- Provide educational seminars and financial plans
- Provide exceptional customer service to hundreds of clients
- Leader in new accounts, financial plans, sales commissions, fee based service plans
- Manage investment portfolios including stocks, bonds, mutual funds, and insurance products

## **Training Director/District Manager**

January 1978 to June 1982

**Natural Eats** — Boca Raton , FL

- Manage the corporate restaurant used for sales and training
- Manage 20 employees, hiring, training, scheduling, daily operations
- Training director for all franchises
- District manager for seven restaurants

## **Education**

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**BA : Managerial Studies and Sociology, 1986**

**Rice University** — Houston, TX, USA

## Business Profile

1. Listed below are various groups who contribute to campaigns. Please indicate, by each group, whether you believe they will support or oppose your candidacy?

➤ Agribusiness	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Personal Injury Trial Lawyers	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Banking & Finance	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Developers	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Environment Groups	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Insurance	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Labor Unions	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Local Businesses	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Manufacturers	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Medical (Physicians)	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Party Leadership	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Architects/Engineers/CPAs	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Realtors	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose
➤ Teachers	<input type="checkbox"/> Support	<input type="checkbox"/> Oppose

2. The Business community should support my candidacy because:

I support the business community especially small to mid-size businesses. I know the challenges these business face. We know that the success of these businesses is critical as they are the source of the most new jobs.

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3. Describe your experience that qualifies you for the position you seek.

As an activist out in the community the past three years I have learned much about what is as important to the community. I know I have a strong business mind to effectively influence what the county needs to do to create economic prosperity based on current economics.

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*Candidates may be asked to fill out more detailed issue questionnaires, specific to their race.*