

John Carver

410.905.8336 | john@johnwcarver.com | LinkedIn | www.johnwcarver.com

Executive Leadership**Three decades of innovative leadership in motivating people & directing complex operations**

A versatile and high-energy operational leader and mentor; passionate about influencing teams and individuals to raise morale and support organizational objectives/professional goals. Accountable for strategy, tactics and managing personnel and managers, as well as driving prospecting activity, performing ethical analysis of needs and finding and presenting product line solutions. Sought out adviser on department, agency heads and other principal managers on administrative policy issues.

Key Strengths

- **Framing Corporate Goals • Strategic Partnerships • Compile Research Data • Staff Management & Training • Policy Reviews Improves Disciplinary Actions • Develops Reductions-in-Force • Leads Reorganized Cultures • Develops and implements short and long-term goals and objectives**
- Monitors for continuous Quality Improvement • Determines and advocates staffing levels • Organizational Changes • Performance Awards**

Career Snapshot

- ✓ **PROMOTING PEOPLE & CULTURE** – Recruited, trained, coached and created a win/win environment for hundreds of employees on topics including Leadership, Developing Personality Styles, Maintaining a Positive attitude and many more. Understands the four personality types and how to mold and shape people to compliment their companies.
 - Achieved a World-Wide Following of fans looking for inspiration and motivation
 - Delivered 850+ Motivational Speeches (1994-Present)
 - Authored books including "Rising From the Hood - The Cure for America's Cities"; "I Believe in You - Volume 1 & 2"; "Build Your Foundation: 68 Building Blocks for a Successful, Rewarding Life"
- ✓ **MARKETING/LEADERSHIP** – Created, implemented and executed several process improvements:
 - Generated the highest bottom-line profits by reining in payrolls while simultaneously maintaining close communication with team members and the support of employees and management
 - Developed recruiting system for two insurance carriers and well as a system that created a consistent flow of new hires that exceeded most in any office in the company
 - Helped expand start-up company (Senior Life Insurance Company) to record profits, developed brand in Maryland, West Virginia and Pennsylvania. Attained #1 and #2 status in region
- ✓ **MEDIA RELATIONS** – Executive Producer and Host of "That's Life with John Carver" on Cable Television.
 - Show reaches 1.7M+ homes per week in Washington, Colorado, Arizona, Northern Virginia, Washington DC and parts of Maryland. Focuses on sharing ideas, tips and concepts to help listeners daily
 - For sample please see: "Another Way"; "It Didn't Start That Way"; "Watch Your Assumptions"
- ✓ **SOCIAL ORGANIZATIONS** – Leverages experience and passion in health & wellness as a Board Member for The Children's Cancer Foundation, Inc. and The American Red Cross (both 2007-2016) while daughter was fighting cancer – goal is to help an organization gain fundraising and grow in the market to reach strategic goals.

Career Progression**THE CARVER GROUP**

2008-Present

Executive Operations Leader & Owner

Responsible for overall success encompassing the development, management, organization and financial soundness of the organization. An imaginative thinker with the powerful ability to identify and implement opportunities that build upon success while leading and growing this operation. Accountable for strategy, tactics and managing personnel and managers, as well as driving prospecting activity, performing an ethical analysis of needs and finding and presenting product line solutions.

- **INSTRUCTIONAL & INSPIRATIONAL TRAINING MATERIAL:** Created markets and leveraged media outlets, in several states, to reach 1.7 million homes weekly.
 - Created training programs for small and medium size companies and designed systems to teach life skills to thousands of people weekly
- **FINANCIAL OVERSIGHT:** Developed fiscal plans (short and long term strategy) while monitoring the budget and ensuring compliance with local, state and federal regulations.
- **CORPORATE VISION & MISSION:** Developed, initiated and implemented new policies, procedures and forms for various organizations throughout career. Established priorities and coordinated activities of personnel to meet deadlines and ensure timely provision of administrative support to department/agency to reach organizational goals and objectives.

John Carver

410.905.8336 | john@johnwcarver.com | Page 2 of 2

THE HOLLAND GROUP

2001-2008

Regional Director

Pioneered, created, developed and customized systems to expand market share in several states. Managed over 30 team members. Created a liaison to work as a partner with several states regarding personnel/recruitment and selection. Produced numerous training opportunities for subordinates and management. Developed and improved disciplinary actions, reductions-in-force and reorganizations.

- **CHAMPIONED START-UP OPERATIONS:** Created millions of dollars in new revenue each year and reduced net losses by 86% after expanding a start-up challenged with stagnant revenue and profit growth by opening and developing new markets in Texas, Pennsylvania, West Virginia and Washington DC.
 - Identified operational, technology and talent issues
 - Instituted process and IT advances, best practices and retraining
 - Restructured teams, created a new model and built to allow more time invested building client trust and loyalty
 - Utilized reporting and instituted standard procedures, quality controls and corrective and preventative actions
 - Reviewed and refined key processes through analytical deep dives and value mapping exercises to output and efficiency
- **NUMEROUS AWARDS FOR EXTRAORDINARY PERFORMANCE:** Received dozens of awards including Regional Director of the year (multiple times).

WESTERN & SOUTHERN

1994-2001

District Manager

Drove business results and built teams of people who were connected to the corporate movement of creating new territories in multiple states. Personalized strategy to drive positive comps and KPI across the market.

- **IDENTIFIED COMPANY-WIDE PROCESS IMPROVEMENTS:** Implemented a positive and friendly working environment by developing a better team concept. Developed financial metrics, processes and analytical tools. Utilized reporting and instituted standard procedures, quality controls and corrective and preventative actions.
 - Developed a National Recruiting System
 - Reduced losses by 89% by intense monitoring of activities
 - Increased profits by 122% by increasing employee accountability
 - Expanded Market share by 60%+
 - Received dozens of awards for extraordinary performance. (Highest New Growth, Top Regional Director and more)
 - Increased employee retention by 90%+ by servant leadership

Prior Experience (Before 1994)

SUN LIFE / PEOPLES SECURITY

Team Leader

Gained significant experience in marketing, sales and enterprise-wide operations. Led the sales team and in charge of recruiting and training new hires.

- **LEADERSHIP SUCCESS:** Ranked #1 / #2 monthly, increased retention by 85%+ and surpassed company goals by 80%+.
- **AWARDS:** Received numerous awards including Manager of the year (multiple times)
- **HONORS:** Earned Life Underwriter Training Council Fellow Designation.

Highly Respected and Rated

Referrals include:

- [Valued Member of American Red Cross Board Blood Committee](#)
- [Carver Track Record Referral](#)
- [Recommendation for Leadership of an Organization](#)
- [Referral from Media Center Education Coordinator](#)
- [Personal Mentor Recommendation](#)
- [Pediatric Oncology Connection](#)

Carver, John

 (External Candidate)

☎ 410-905-8336
✉ john@johnwcarver.com

▼ Application

Status: **New**

Country: **United States**

Attachments to be included in all Job Submissions: **📎 Submission Attachments 6 attached**

Attachments Added After Submission: **📎 Submission Attachments 0 attached**

Vacancy Source: **Other**

Relatives: To your knowledge, do you have any relatives working in this agency? **No**

Gender: **No Selection**

Race (Check only one): **I do not wish to answer**

Ethnicity (Check only one): **I do not wish to answer**

Date of Birth:

Right To First Interview: **Not Applicable**

If you responded yes to the above statement, attach a copy of your official layoff letter when applying for this vacancy.

Veteran Status: **None of the Above**

ARE YOU CURRENTLY EMPLOYED WITH THE AGENCY TO WHICH YOU ARE CURRENTLY APPLYING? **No**

HAVE YOU RECEIVED A PROMOTIONAL APPOINTMENT WITHIN THE CAREER SERVICE, SUBSEQUENT TO ACTIVE MILITARY SERVICE, WITH THE AGENCY TO WHICH YOU ARE APPLYING? **No**

No Selection

▼ Comments

There are no items in this section.

▼ Correspondence

Date: 01/28/2019 User: People First
Action: Email
Thank You for Your Interest in Job COMMISSIONER OF...

▼ Offer Letter

There are no items in this section.

▼ Application Status Audit Trail

Date: 01/28/2019
User: People First
Status: **New**

▼ Tags

There are no items in this section.

▼ More Information

Alternate Phone Number: **443-900-5070**

* Mailing Address : **2660 Mount Ventus Road 2**

* City: **Manchester**

People First Initial VP Review		* State:	Maryland
People First Eligible VP Category (if different)	No Selection	* ZIP Code:	21102
Agency Final VP Eligibility Review	No Selection	* Country	United States
Agency Final VP Category Determination	No Selection	* Exemption from public record: Are you a current or former law enforcement officer, other covered employee** or the spouse or child of one, whose information is exempt from public records disclosure under Section 119.071(4)(d), Florida Statutes (F.S)?	No
<p>Background Information A "yes" answer to these questions will not automatically bar you from employment. The nature, job-relatedness, severity, and date of the offense in relation to the position you are applying are considered. [see 112.011, F.S.].</p>		* Citizenship: The State of Florida hires only U.S. citizens and lawfully authorized alien workers. You will be required to provide identification and either proof of citizenship or proof of authorization to work in the U.S. Are you a U.S. citizen or legally authorized to accept employment with the specific hiring authority to which you are applying?	
Have you ever been convicted of a felony or a first degree misdemeanor ?	No		
If yes, what were the charges ?			
Where ? (City/State)			Yes
Date			
Have you ever pled nolo contendere or guilty to a crime which is a felony or a first degree misdemeanor ?	No	* Selective Service: Section 110.1128, Florida Statutes, prohibits employment by the state (including re-hire after a break in service) of any male born on or after October 1, 1962, who failed to register with the Selective Service System, under the provisions of the U. S. Military Selective Service Act, during the person's period of eligibility (ages 18 through 25). Additionally, if currently employed by the state, this law prohibits the promotion of such person. You may be required to provide documentation. If you are a male born on or after October 1, 1962, have you registered with the Selective Service or do you have proof of an exemption from this requirement?	
If yes, what were the charges ?			
Where ? (City/State)			Not Applicable
Date			
Have you ever had the adjudication of guilt withheld for a crime which is a felony or first degree misdemeanor ?	No		

If yes, what were the charges ?

Where ? (City/State)

Date

Signature

I am aware that any omissions, falsifications, misstatements, or misrepresentations above may disqualify me for employment and, if I am hired, may be grounds for termination at a later date. I understand that any information I give may be investigated as allowed by law. I consent to the release of information about my ability, employment history, and fitness for employment by employers, schools, law enforcement agencies, and other individuals and organizations to investigators, human resources staff, and other authorized employees of Florida state government for employment purposes. The consent shall continue to be effective during my employment if I am hired. I understand that applications submitted for state employment are public records. I certify to the best of my knowledge and belief all of the statements contained herein and on any attachments are true, correct, complete, and made in good faith.

If applicable, Complete Qualifying Questions prior to submitting your application.

By checking this box, I certify that I have read and agree with these statements

Yes

Interview Result

overdueInterviews

✓ Screening Details

Are you legally authorized to work in the United States? Yes

Will you now or in the future require sponsorship for employment visa status (e.g. H-1B visa status)? No

Do you have five (5) or more years of responsible private sector experience working full-time in areas within the scope of the subject matter jurisdiction of the Office of Financial Regulation within the last ten (10) years? Yes

If you answered "yes" to the previous question, please indicate the number of years of experience and elaborate in detail your experience. If no, please respond N/A. 30 years in Financial Services Leadership.

No

Do you have five (5) or more years of experience as a senior examiner or other senior employee of a state or federal agency having regulatory responsibility over financial institutions, finance companies, or securities companies?

If you answered "yes" to the previous question, please indicate the number of years of experience and elaborate in detail your experience. If no, please respond N/A. n/a

Do you claim exemption from the public records law under the provision of the Florida Statutes 119.071(4)? If so, please provide exemption category. no

▼ Periods of Employment

* Name of Employer	THE CARVER GROUP
* Your Job Title	Executive Operations Leader & Owner
* Currently Employed	Yes
* Start Date	01/01/2008
* End Date	MM/DD/YYYY
* Hours Per Week	60
Employer's Address	
Supervisor's Name	
Supervisor's Phone Number	
* Duties and Responsibilities	Responsible for overall success encompassing the development, management, organization and financial soundness of the organization. An imaginative thinker with the powerful ability to identify and implement opportunities that build upon success while leading and growing this operation. Accountable for strategy, tactics and managing personnel and managers, as well as driving prospecting activity, performing an ethical analysis of needs and finding and presenting product line solutions. * INSTRUCTIONAL & INSPIRATIONAL TRAINING MATERIAL : Created markets and leveraged media outlets, in several states, to reach 1.7 million homes weekly. o Created training programs for small and medium size companies and designed systems to teach life skills to thousands of people weekly * FINANCIAL OVERSIGHT: Developed fiscal plans (short and long term strategy) while monitoring the budget and ensuring compliance with local, state and federal regulations. * CORPORATE VISION & MISSION: Developed, initiated and implemented new policies, procedures and forms for various organizations throughout career. Established priorities and coordinated activities of personnel to

meet deadlines and ensure timely provision of administrative support to department/agency to reach organizational goals and objectives.

* Reason For Leaving Relocation

Your name, if different during employment

* Name of Employer THE HOLLAND GROUP

* Your Job Title Regional Director

* Currently Employed No

* Start Date 01/01/2001

* End Date 01/01/2008

* Hours Per Week 60

Employer's Address

Supervisor's Name

Supervisor's Phone Number

* Duties and Responsibilities

Pioneered, created, developed and customized systems to expand market share in several states. Managed over 30 team members. Created a liaison to work as a partner with several states regarding personnel/recruitment and selection. Produced numerous training opportunities for subordinates and management. Developed and improved disciplinary actions, reductions-in-force and reorganizations. * CHAMPIONED START-UP OPERATIONS: Created millions of dollars in new revenue each year and reduced net losses by 86% after expanding a start-up challenged with stagnant revenue and profit growth by opening and developing new markets in Texas, Pennsylvania, West Virginia and Washington DC.

- o Identified operational, technology and talent issues
- o Instituted process and IT advances, best practices and retraining
- o Restructured teams, created a new model and built to allow more time invested building client trust and loyalty
- o Utilized reporting and instituted standard procedures, quality controls and corrective and preventative actions
- o Reviewed and refined key processes through analytical deep dives and value mapping exercises to output and efficiency

* NUMEROUS AWARDS FOR EXTRAORDINARY PERFORMANCE: Received dozens of awards including Regional Director of the year (multiple times).

* Reason For Leaving income

Your name, if different during employment

* Name of Employer WESTERN & SOUTHERN

* Your Job Title District Manager

* Currently Employed No

* Start Date 01/01/1994

* End Date 01/01/2001

* Hours Per Week 50

Employer's Address

Supervisor's Name

Supervisor's Phone Number

* Duties and Responsibilities

Drove business results and built teams of people who were connected to the corporate movement of creating new territories in multiple states. Personalized strategy to drive positive comps and KPI across the market. * IDENTIFIED COMPANY-WIDE PROCESS IMPROVEMENTS : Implemented a positive and friendly working environment by developing a better team concept. Developed financial metrics, processes and analytical tools. Utilized reporting and instituted standard procedures, quality controls and corrective and preventative actions. o Developed a National Recruiting System o Reduced losses by 89% by intense monitoring of activities o Increased profits by 122% by increasing employee accountability o Expanded Market share by 60%+ o Received dozens of awards for extraordinary performance. (Highest New Growth, Top Regional Director and more) o Increased employee retention by 90%+ by servant leadership

* Reason For Leaving income

Your name, if different during employment

* Name of Employer SUN LIFE / PEOPLES SECURITY

* Your Job Title Team Leader

* Currently Employed No

* Start Date 08/08/1988

* End Date 04/01/1994

* Hours Per Week 50

Employer's Address

Supervisor's Name

Supervisor's Phone
Number

* Duties and
Responsibilities

Prior Experience (Before 1994) SUN LIFE /
PEOPLES SECURITY Team Leader Gained
significant experience in marketing, sales and
enterprise-wide operations. Led the sales team
and in charge of recruiting and training new hires.
* LEADERSHIP SUCCESS : Ranked #1 /#2
monthly, increased retention by 85%+ and
surpassed company goals by 80%+. * AWARDS:
Received numerous awards including Manager of
the year (multiple times) * HONORS: Earned Life
Underwriter Training Council Fellow Designation.

* Reason For Leaving income

Your name, if different
during employment

▼ Formal Education

There are no items in this section.

▼ Language Skills

There are no items in this section.

▼ License, Registration or Certification

There are no items in this section.

▼ Job-Related Training or Course Work

There are no items in this section.

▼ Knowledge, Skills and Abilities

There are no items in this section.



December 18, 2018

To Whom It May Concern,

I write in regards to personally recommend John Carver for your position of Chief Operation Officer.

I have known Mr. Carver for many years through our mutual connection within the pediatric oncology community in the Baltimore area. He is an extremely organized, responsible and capable candidate. He has served on several non profit boards within our region and is a highly respected person.

John has shown incredible integrity throughout the years always placing a premium on making sure decisions are based on ethics and responsible governing. This sometimes means making a harder decision but in the end has always been correct. His extensive background in the insurance industry shows a high level of knowledge with regulations and the importance of deadlines.

John has also shown an incredible amount of initiative over the years as he has authored books and developed speaking and television engagements. He does not shy away from any challenges and is always ready for a new idea and assignment.

I would highly recommend John Carver as an extremely competent and qualified candidate. I am happy to discuss any details further and can be reached at the contact info below.

Sincerely,

Sharon Perfetti
sharon@paulpartnership.com
410 459 2072

JUSTIN READY
Legislative District 5
Carroll County

Judicial Proceedings Committee



James Senate Office Building
11 Bladen Street, Room 414
Annapolis, Maryland 21401
410-841-3683 · 301-858-3683
800-492-7122 Ext. 3683
Fax 410-841-3729 · 301-858-3729
Justin.Ready@senate.state.md.us

THE SENATE OF MARYLAND
ANNAPOLIS, MARYLAND 21401

December 20, 2018

Re: John W. Carver

To whom it may concern,

It is with high regard that I recommend for your consideration, John W. Carver as your Chief Operating Officer. Mr. Carver resides in Carroll County with his wife and six children. He is an active member of the Carroll Media Center and through the media center, has built a following in more than two hundred countries. He is currently producing and responsible for, *The John Carver Radio Show* (podcast), *The Carver Group Blog*, is a writer for *The Northern News*, broadcasts on cable television each week has authored several publications. Mr. Carver uses these media outlets to coach, influence, and inspire thousands of people around the world.

Prior to working in the media world, Mr. Carver spent 10 years in the insurance industry. He served as a Field Sales Manager, Recruiter and eventually became the Regional (Multi-State) Director of Recruiting. In this position, he successfully developed new human resource tools, hired, motivated, and trained managers into leaders. His expertise propelled the one year the turnaround of an agency that had negative growth for the previous four years.

John Carver not only has the qualifications to run an organization, but also the balanced temperament with careful regard for fundamental fairness. The list of boards and foundations outlined on his resume speak to his knowledge and selflessness.

I strongly recommend John W. Carver. If you would like to speak to me personally regarding his qualifications, please do not hesitate to contact me.

Sincerely,

A handwritten signature in black ink that reads "Justin Ready". The signature is written in a cursive, flowing style.

Sen. Justin Ready

DATE: 18/12/2018

Peter Henry
49/50 Ellenborough Street
Lyneham, ACT Australia 2602

e: peterkosovo@aol.com
peter@pyw.com.au

RE: John Carver

To Whom It May Concern:

I confirm that I have known Mr. Carver for 33 years. John has been an endeared friend for the past thirty-three years. I have witnessed John's steady commitment and focus to family and community. John has displayed a strength of character that no father normally would imagine after a tragic loss of a child. His fortitude and resilience have carried his family and friends through a life-changing event, which attributes to the quality of person John truly and consistently displays.

It is my sincere belief that John will be an asset to any organization. John brings with him amazing qualities such as maturity, dedication, focus, and a wealth of personal and professional knowledge that is interchangeable to varied situations and organizations. Furthermore, John enables a highly desirable skillset revolving around the ability to motivate those around him.

I recommend Mr. Carver out of the upmost respect and without any reservations. As a Chief Operating Officer, John holds the qualities, and characteristics that you definitely want for an individual in this position. You can reach me at the above email or by telephone (+61 (0) 414148916 or +1410.365.1797) for any further enquiry.

Yours Sincerely,
Peter Henry
Program Manager

Encl.

HAVEN SHOEMAKER
Legislative District 5
Carroll County

Ways and Means Committee



The Maryland House of Delegates
6 Bladen Street, Room 320
Annapolis, Maryland 21401
410-841-3359 · 301-858-3359
800-492-7122 Ext. 3359
Haven.Shoemaker@house.state.md.us

THE MARYLAND HOUSE OF DELEGATES
ANNAPOLIS, MARYLAND 21401

December 27, 2018

To whom it may concern

Re: John W. Carver

Dear Sir/Madam:

It is my absolute pleasure to recommend Mr. Carver for the position of Chief Operating Officer for your school system.

I have known Mr. Carver and his family for a number of years. Through this relationship, I have come to know Mr. Carver as a truly valuable asset to any team. He is honest, dependable, and an incredibly hard-working individual. Beyond that, he is a pleasure to be around and is a true team player.

Without a doubt, I confidently recommend Mr. Carver to this position. As a dedicated and knowledgeable professional and an all-around great person, I know that he will be a beneficial addition to your organization.

Please feel free to contact me at 410-239-4600 should you like to discuss Mr. Carver's qualifications and experience further.

Sincerely yours,

A handwritten signature in black ink, appearing to read "Haven N. Shoemaker, Jr." with a stylized flourish at the end.

Haven N. Shoemaker, Jr.

December 18, 2018

To whom it may concern:

I am writing to give my unwavering support and highest recommendation to John Carver. I had the privilege to meet Mr. Carver in the summer of 2014 when I worked with him on a case, and I have continued to work with him with a variety of issues since that time. I have found that John always carries himself with the utmost integrity, and he is a tireless worker who is very organized and possesses a magnetic personality that draws people to listen to his stories and follow his examples.

Perhaps the greatest qualities that John possesses are honesty and sincerity. John is a man of great faith and always conducts himself with tremendous dignity. He is a very organized person and always sends me information in a manner that is easy to understand.

Any entity that welcomes John as an employee will immediately be uplifted by the passion that he has for life. He has spent virtually his entire adult life raising a vibrant family and providing a better life for his children who he and his wife adopted and brought to this country. When you listen to John speak about his children your heart will immediately be warmed by the large amount of love that he has bestowed upon them. I firmly believe that John's fellow co-workers, managers, employees and colleagues would be equally inspired by John's energy and spirit, and he would serve as a great teacher and motivator that would be a tremendous asset to any educational organization.

Thank you very much for the time and consideration that you have taken to read this letter. It is truly an honor to be able to share my thoughts and feelings about John Carver, and I know that he will do a wonderful job to enhance the lives of everyone that he interacts with in this new position. Please do not hesitate to contact me at (410) 685-0990 with any questions.

Sincerely,

Sandy Steeves, Esquire

cc: John Carver



The Children's Cancer Foundation, Inc.

2018 Board of Directors

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Lindley K. Bucci
Vice President

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Secretary

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Joseph Wiley, M.D.
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Tasha Museles
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Jeffrey Dome, M.D., Ph.D.
Inova Schar Cancer Institute
Donald L. Trump, M.D.
The Johns Hopkins Hospital
Patrick Brown, M.D.
National Cancer Institute
Brigitte Widemann, M.D.
Sinai Hospital
Aziza Shad, M.D.
University of Maryland Medical Center
Young Kwok, M.D.

Tax ID: 52-1319756

December 18, 2018

RE: Letter in support of John W. Carver

To whom it may concern:

On behalf of The Children's Cancer Foundation, Inc. (CCF) we enthusiastically write in support of Board member, John W. Carver. John has served as our colleague since 2013 where he has assisted in a leadership capacity in several areas.

CCF raises funds to invest in facilities, programs and research to advance treatments and cures for pediatric cancer. We are supported by a 19-member Board of Directors.

John has served on our Marketing Committee as well as served as an advisor relevant to the CCF Web site and social media. John enthusiastically participates in all CCF events and activities.

Instrumental in enhancing CCF's Web site messaging as well as our social media presence, particularly with Facebook, John continues to lead our Board in this arena.

John is a 'people' person, with a keen sense of mission and the ability to support our needs on a moment's notice. It has been a privilege to work alongside John as both a colleague and a friend. We feel his energy, his leadership and his commitment to community is unparalleled.

Please feel free to contact either of us with questions, or, if you need further information about The Children's Cancer Foundation, Inc.

Very truly yours,


Jerrold C. Chadwick, D.M.
President


Tasha Museles
Executive Director



443-546-4479

info@childrenscancerfoundation.org

5570 Sterrett Place #204, Columbia MD 21044

@CCFToday  @thechildrenscancerfoundation 