

Contact

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(Company)

Top Skills

Campaign Finance/Fundraising
Non-profit Administration
Team Building

Languages

English and Spanish

Honors-Awards

2003-2004 Manchester Who's
Who Registry of Executives and
Professionals
Republican Senatorial Medal of
Freedom
Republican Presidential Roundtable
International President's Certificate
of Appreciation
International President's Certificate
of Appreciation

Publications

Authored and/or conducted the
following training seminars:

Deborah J Braun

CEO / Nonprofit Specialist at Exceptional Solutions
San Diego

Summary

Website: <http://www.exceptional-solutions.net>

Experience

Exceptional Solutions (A Nonprofit Incubator)

CEO/Nonprofit Specialist

July 2001 - Present (19 years 6 months)

Greater San Diego Area

With over 45 years related experience in both the for-profit and nonprofit sectors in community organizations, business and corporate administration, I have a proven track record in initial state and federal 501(c)(3), (4) and (6) filings; business, marketing, operations and strategic planning; raising significant financial resources; experience directing a staff/workforce and program management responsibilities; demonstrated ability to develop effective work teams and build consensus within the organization and community. I have the demonstrated ability to exercise good and timely judgments in complex situations and the ability for strong communication and influencing skills along with public speaking and writing. I also have the creative and recorded ability to develop and implement fundraising strategies of varying kinds.

As an experienced and seasoned CEO, my focus is externally on core mission delivery, fundraising, grant research, review/writing and being the face of the clients I represent for the media, donors and their communities. I serve as a principal leader in the community, leading nonprofit and political candidate teams in fundraising, service delivery and partnerships, as well as being accountable for achieving performance targets - including fundraising/revenue, grant writing, expense and service delivery.

I increase community awareness, participation and commitment for each client by being an active community participant and ensuring regular local media communications regarding their services and strategies. I leverage

relationships with local/regional/state and federal legislators and the media to ensure that the communities in the region are provided access to information about each client's services and programs.

In addition, I am responsible for strategic & operational management/oversight; meeting fundraising, revenue & expense targets & complying w/ corporate governance, policies & governmental regulations.

SeniorCare Organizational Systems, LLC
Advisor, Operations & Nonprofit Divisions
July 2010 - October 2010 (4 months)
Fresno, CA

Efficiency review, operations reorganization and establishment of a nonprofit division.

Exceptional Solutions, Inc.
Founding Director/CEO
July 2001 - January 2008 (6 years 7 months)
San Diego, CA

In conjunction with Sr. Congressman Duncan L. Hunter (now retired), and his staff, what began as his vision as a nonprofit organization to assist disabled & severely disabled returning veterans in their quest to utilize their professional skills, even though they now found themselves physically challenged, proved to be expert business solutions to government and private industry, via contracting opportunities, by fielding a talented staff of all skilled professionals who are also disabled.

With the cooperation and/or endorsement of all local, state and various federal officials, (Mayors, Supervisors, Assemblymen, Congressmen and Senators), we were able to really reach out into the community and not only touch these talented professionals, but also private industry and the community at large.

Human Resources by Design, Inc
CEO
January 1980 - 2001 (21 years)
San Diego, CA

Outsourced human resource and administration services. Additional services included business development and business plans; executive coaching (skills strategies, support and guidance, improvement, personal,

strategic, performance, strategic, executive performance, team leadership, culture); marketing strategies and marketing plans; marketing collateral design; multicultural affairs; organizational development (team building, leadership, surveys); governmental assistance (city, county, state and federal); people development (coaching, assessments); performance management; promotional multimedia presentations; web design/development; sales & marketing; management/staff training and development (customer service, financial skills, fundamental skills, management and team skills, professional skills, project management, sales & marketing).

Various business development projects and/or clients include:

Advantage PEO; Alpine Community Foundation; Barney & Barney LLC; California Thoroughbred Racing Commission; Catchfire; CDI Temporary Services; Chamberlin Finney & Associates; Contract Acquisition Group (CAG); Cyberhr2000; Cyberstretch; Design Management Strategies, Inc.; Escondido Disposal, Inc.; Federal Deposit Insurance Corporation (FDIC); Franklin-Covey; Fritz Freight-Forwarding; Hispanic Contractors Association de Tejas; Kaypro Computers; Koam Engineering Systems (KES); Lautze & Lautze Accountancy Corp; International Trading Group, Ltd; Jeanne Nickerson, Esq, Family Law; Leasing Concepts, Inc, PEO; Main Hurdman & Cranstoun, CPA's; March of Dimes; Next Step Solutions; National Crossroads, Inc.; NISH (Now known as SourceAmerica); Oppcom Systems; San Diego Employers Association (SDEA); SeniorCare Organizational Systems, LLC; Texas Association of Mexican-American Chambers of Commerce (TAMACC); TLS International, Inc.; Tobin Lucks, Employment Law; United States Hispanic Contractors Association; Worldwide Sales, Inc.; various California Indian Tribal Councils and others.

Education

Dr. Peter F Drucker & Masatoshi Ito Graduate School of Management

Executive Leadership & Change/Nonprofit Leadership & Organization/The Drucker Difference

University of San Diego

Nonprofit Management & Leadership/Business Administration/Human Resources