

PHILIP DUANE JOHNCOCK

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CONSULTANT • AUTHOR • EDUCATOR • LEGACY-MAKER *Creativity / Integrity / Leadership*

Creative, integrity-based consultant and award-winning author and education designer with a proven record of leadership, ingenuity and legacy-making. Demonstrated success in generating funding and resources, managing complex projects through to completion, inspiring others, and documenting what works. For example, with a success rate greater than 92% (48 of 52 grants) in grant writing, generated and successfully managed over \$6.4 million in grant funds, documented what worked, created a certification program, then trained thousands who have gone on to generate over \$1.2 billion in funding in the first 2.5 years. Exemplary problem-solving, team-building and communication skills. Over 25 years as an educator and administrator in public and private institutions. Authored twelve books and seven articles and produced seven CD's and four DVD's in areas of legacy-making, professional skills development, institutional enhancement, and personal enrichment. Expertise in designing successful live and online, public and private, unique learning systems with supplemental resources to meet learner needs and market demands.

- Legacy-Making
- Maximum Impact with Maximum Ease
- Diverse Learning Systems
- High Success Rate
- Lead with Integrity and Appreciation
- Teacher Training Expertise
- Creative Leadership
- Visionary with Attention to Detail

PROFESSIONAL EXPERIENCE

CONSULTANT, AUTHOR, EDUCATOR & PRODUCER, 2003-Present
Nevada & Online

Designed the Internet's first professional certification program in grant writing (www.4Grants.Net). Helped launch the International Institute for Social Artistry (www.SocialArtistryInstitute.org), served on the board for four years, designed website, and conceived planned giving and fundraising campaigns. Supported creation of the Masters in Leadership in Social Artistry degree program and offering of workshops with United Nations for hundreds of leaders in dozens of developing countries. Helped launch the Nevada NewsMakers Outreach Inc and its successful fundraising campaign. Designed and taught online classes and TeleCourses in areas of grant writing, discovering one's genius, and conscious community. Taught grant writing classes online at Community College of Southern Nevada since 2003. Founded Fun Unlimited Inc in 2004 and designed 19 websites. Produced 7 CD's and 4 DVD's.

Selected Contributions:

- ✓ Helped leave legacies for Zelpha Johncock Morehouse (great grandmother), Lynden R. Johncock, Sr. (grandfather), Sam Shad (media specialist), and best-selling authors (Dr. Jean Houston, Dr. Gay Hendricks, Dr. Kathlyn Hendricks, and Margot Anand).

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- ✓ Served as catalyst to launch new nonprofits as legacies: International Institute for Social Artistry (Dr. Jean Houston) and Nevada NewsMakers Outreach Inc (Sam Shad and Nevada NewsMakers TV program).
- ✓ Conceived a variety of ongoing fundraising campaigns, including planned giving, dinners, tea gatherings, concerts, CD's, books, and special events.
- ✓ Published twelve books, including the popular *Dream-Making to Billions: Grant Writing Tips from the Experts*, "one of the most enjoyable books on grant writing tips that I have read" (Charity Channel Review, July 2004), *Already Home*, *Book of Life*, *Power of Living Genius*, and *Power of Creativity*.
- ✓ Produced seven CD's, including *Dream-Making to Billions* co-facilitated with Mark Victor Hansen and *Where to Find Money to Attend Any Class, Seminar or Conference*.
- ✓ Produced four DVD's, including *Locating Funders* and *Increasing Your Success Rate*.
- ✓ Designed nineteen websites for a variety of projects, including three primary sites: www.4Grants.Net, www.FunUnlimitedInc.com, and www.johncock.com.
- ✓ Graduates of grant writing classes report that they typically write at least one successful grant within a year of taking a grant writing class.

Testimonial:

- ✓ "I see Philip's genius in recognizing great ideas whose time has come and then putting wheels under them ..." [Dr. Jean Houston, Union graduate]

EXECUTIVE DIRECTOR, 1998-2003

TRUCKEE MEADOWS COMMUNITY COLLEGE – Nevada

Wrote and managed 14 grants and over \$2.4 million in public and private funding in career and technical education: School-to-Careers, Tech Prep and Carl Perkins. Created the first college 10-credit professional certification program in the U.S. in grant writing in 2001; in the first two years, 385 students enrolled and generated millions in grant funding for nonprofit agencies in Northern Nevada, San Francisco, Las Vegas, Minnesota, Wyoming, Washington and other states. Established literacy partnership between college and local elementary school. Served as player/manager for college coed softball and men's basketball teams.

Selected Contributions:

- ✓ Championed a 435% one-year increase in Tech Prep (high school + college) student enrollment, saving parents and students over \$100,000 in tuition, books and fees.
- ✓ Received "Outstanding Service" award from Truckee Meadows Community College.
- ✓ Received four "Outstanding Program" awards from Nevada School-to-Careers projects.
- ✓ Chaired national conference of the American Technical Education Association for over 700 educators in 1999.

Testimonial:

- ✓ "With nearly 30 years of administrative experiences (as a teacher, coordinator, director, dean and CEO), in four occupational-technical college systems, I have never had the experience to work with one at Philip's level of professional level of integrity." [Bill Verbeck, former Dean, Truckee Meadows Community College]

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DIRECTOR & EDUCATOR, 1981-1995

COLLEGES & BUSINESSES – Mexico, Nevada & Canada

Wrote and managed 18 federal and state college grants for Community College and University System of Nevada, as well as 14 corporate and government grants from a variety of institutions and groups, such as the United Auto Workers – General Motors, City of Reno, Nevada Department of Transportation, United States Department of Agriculture, totaling over \$4 million. Designed award-winning English and citizenship program for over 3,000 newly legalized immigrants and supervised 25 teachers. The 5-year program provided child care; bilingual tutoring; career exploration; and instruction in life skills, language and civics. As a national model program, it was based on personal language learning experience with Spanish in Mexico. Directed a five-year teacher-training project for over 600 teachers in adult education programs throughout the state of Nevada. Designed and directed a university training program for new faculty and over 400 graduate teaching assistants and international teaching assistants for two years. Directed a private English night school for over 500 adults and designed an English summer school for over 300 children in Mexico for two years. Designed language learning programs for 14 businesses and more than 750 employees in Nevada and Mexico. Taught a variety of personal enhancement workshops for over 500 adults in Canada and throughout U.S. Taught Spanish to more than 75 high school students, as well as over 100 educators, phone operators, administrators, leaders, and managers.

Selected Contributions:

- ✓ Chaired committee to find and train translators for 70 languages for 1989 International Special Olympics in Lake Tahoe/Reno.
- ✓ Received the first “Adelante” award from Nevada Hispanic Services for creating the Welcoming Immigrants to Nevada (Win) project.
- ✓ Received “Educator of the Year” from professional association of ESL teachers.
- ✓ Received first “Outstanding Performance” award from Nevada Adult Education Association.
- ✓ Received first place Paragon poster award from National Council for Marketing/Public Relations.

Testimonial:

- ✓ “Philip is a unique education professional who possesses the rare skills and talent to bring meaningful and relevant learning experiences to diverse audiences, from the illiterate to the already highly skilled. Here (at the college) ... when a new project is on the ‘drawing board’, Philip is our first choice to ‘make it happen’.” [Michael Rainey, Dean, Truckee Meadows Community College]

EDUCATION & CREDENTIALS

Masters of Arts – Teaching English, 1988 • University of Nevada, Reno – Nevada

Masters of Metaphysics, 2002 • University of Metaphysics – California

Bachelor of Science – Integrated Social Sciences, 1981 • Grand Valley State Universities - Michigan

Bachelor of Metaphysics, 1997 • University of Metaphysics – California

PUBLICATIONS

Legacies

Reconceiving Ourselves (2007)

Article to be published based on pre- and perinatal psychology work of Dr. Kathlyn Hendricks

Family Diary of Zelpha Morehouse Johncock (2006)

5-year diary from 1935-1940 of rural life for great grandmother in southwestern Michigan

Gun Ho: Legacy of Lynden R. Johncock, Sr. (2006)

Produced 2-DVD documentary of land development by grandfather - Gun Lake, Michigan

Diary Photo Book (2006)

Photos accompany *Family Diary of Zelpha Morehouse Johncock*

Power of Integrity (2005)

Based on work of Dr. Gay Hendricks

Genius Course Online (2005)

Based on work of Dr. Gay Hendricks – www.geniuscourse.net

Movement Activities & Breathing Observations (2004)

Based on work of Dr. Kathlyn Hendricks

The Path of SkyDancing™ Tantra (2004)

Based on work of Margot Anand – Translated and published into German and Chinese

Professional Skills

Dream-Making to Billions: Grant Writing Tips from the Experts (2003)

Based on masters thesis on grant writing

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Institutional Enhancement

International Teaching Assistants in U.S. Universities Article (1988)
Journal of American Association of Collegiate Registrars and Admissions – Washington, DC

Personal Enrichment

Happy Practices Article (2007)
101 Great Ways to Improve Your Health

Power of Creativity (2006)

Power of Living Genius (2006)

Power of Receiving (2006)

CLIENTS

International Game Technology (IGT)
California State University, Sacramento
Silver Legacy Hotel and Casino
AT&T (formerly Nevada Bell)
Harrah's Hotel and Casino
Mexico Federal Electric Commission,
General Motors & United Auto Workers
Tahoe Biltmore
Margot Anand and SkyDancing Tantra
Tarcher-Putnam Publishing
University of Nevada- Reno
Truckee Meadows Community College
Community College of Southern Nevada
Sierra Nevada Job Corps Center
City of Sparks Parks & Recreation - Nevada
Springs Window Fashions
American Technical Education Association
International Special Olympics
Sierra Nevada Job Corps Center
Immigration and Naturalization Service
Conscious Community Campaign
Nevada Department of Education

Grand Valley State Universities
Washoe County School District
Incline Village Chamber of Commerce
Nevada Department of Motor Vehicles
Galena High School – Reno, NV
City of Reno
Hendricks Institute
Instituto Tecnológico de Monterrey, México
Palacio Real Hotel, Torreón, México
El Vergel Winery, Gomez Palacio, México
Universidad Autonoma del Noreste, México
Camp Tamaka, Algonquin Park, Canada
YMCA of Greater New York
Nevada NewsMakers Outreach, Inc.
Inside Edge
Hay House Publishing
Foundation for Conscious Living
Lakeside Community Church – Reno, NV
Reno Unitarian Church
Eldorado Hotel and Casino
Women's Independent Cinema
Transformational Book Circle