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CAREER SUMMARY

In May 2002, I acquired the business of Planet Fitness (currently known as Game Shape – Physical Therapy & Sports Performance Center) – a personal training studio in Marlboro, New Jersey. Game Shape, LLC is an exclusive one-on-one personal training facility, with certified trainers working with fit individuals. In June 2002, I opened a premier physical therapy facility, Professional Sports & Orthopaedic Rehabilitation Associates, LLC, inside of the Game Shape location. In addition, five years ago, I established a healthcare practice management consulting firm, to assist small businesses looking to gain insight from my expertise and network base. I have consistently risen through increasing levels of responsibility within the rehabilitation services industry. I previously attained the level of Regional Director of Clinical Services with Select Management Services, acting as manager for a multidisciplinary team of professionals. I possess 18 years of “hands-on” clinical experience, as well as, a wide array of business skills in the areas of: strategic planning, financial management, operations, marketing, project management, human resource management, and business development. I have over 11 years experience opening and directing start-up medical facilities located throughout New Jersey. Most recently, I was asked to consider a teaching position with Monmouth University, at the undergraduate level. My wide array of experience has helped me develop my skills in leadership, communication through all levels of business organizations, and entrepreneurial drive.

PROFESSIONAL EMPLOYMENT

May 2002 – Present

Professional Sports & Orthopaedic Rehabilitation Associates, LLC
Game Shape – Physical Therapy & Sports Performance Center
Owner / Director

Acquired an existing personal training business in May 2002 and completed full renovations in 2003. Established a full-service physical therapy company which now employs 5 full-time therapists. Currently responsible for 23 employees within the two companies. There are 2 directors who are my direct reports. My time is primarily divided between marketing, sales, and new business development. I oversee all aspects of the business.

April 2001 – May 2002

Central Jersey Spine & Wellness, LLC, Freehold, New Jersey
Director of Physical Therapy & Rehabilitation

Established a physical therapy department in a multidisciplinary practice. Developed internal policies and maintained compliance with state and federal regulations. Responsible for credentialing each professional in the practice. Assisted with collections activities. Initiated marketing directives and currently have over 60 local physicians referring to the practice.

May 1999 – May 2002

Practice Management Consulting, Freehold, New Jersey
President

Founder of a healthcare consulting company specializing in business performance improvements, cost containment, new business development, and turn-around strategies. Services include: practice management and consulting, seminars, clinical program development, information hotline, and assistance with business start-ups, including marketing and infrastructure development. Clients include private PT practices, outpatient rehabilitation facilities, and multidisciplinary practices.

September 1998 – April 1999

Select Management Services, P.A., Central New Jersey
Regional Director of Clinical Services

Developed three outpatient rehabilitation start-ups in the Central and Southern regions of New Jersey. Responsible for financial management, P&L, patient accounts, proposals & budgeting, location selection, vendor relations, business development, marketing, human resource management, health and safety, and quality assurance. In addition, directed a multidisciplinary team of professionals and staff, established policies and procedures, and developed clinical programs. Achievements in this position include:

- Hudson Physical Therapy, a subsidiary of Select Management Services, expanded into new regions of the state through these efforts, enlarging the company by over 10%.
- Served on the njAPTA Legislative Committee.

July 1993 – August 1998

NovaCare Outpatient Rehabilitation - NovaCare, Inc., Howell, New Jersey

Director / Center Manager / Physical Therapist

Contributed to financial growth of NovaCare, raising revenues of \$500,000 in 1993 to \$3.1 million in 1998. Coordinated expansion and redesign of a contemporary 5,000 sq.ft. office, including installation of therapeutic aquatic pool. Managed business development, marketing, daily operations, financial budgets and P&L, research and design of clinical programs, policies & procedures, OSHA health and safety, legislative and regulatory issues, utilization, documentation, and outcome studies. Utilized a multidisciplinary team approach, including: physical therapists, occupational therapists, speech therapists, massage therapists, psychologists, social workers, and medical doctors. Achievements in this position include:

- Held the position of New Jersey Clinical Services Coordinator at NovaCare in 1995 and 1996, leading over 240 employees. Improved customer satisfaction and clinical outcomes and implemented a company-wide shared value system.
- Introduced innovative services to consumers that improved profit margins by more than 13% in 1997 – 1998.
- Improved consumer awareness of sports medicine and the athletic industry, and provided a service to the community by serving on medical teams for racing and sporting events held throughout New Jersey.
- Established clinical programs for NovaCare, Inc. such as: the Quality Improvement Program, Utilization Review, the Post-rehab Fitness Program, a Massage Therapy Business, Work Conditioning and a Spine School.
- Participated on committees for Patient Care, Quality Assurance, Utilization Review, Speakers Bureau and Howell Chamber of Commerce.

October 1987 - June 1993

Various Rehabilitation Corporations, New Jersey

Physical Therapist / Athletic Trainer

Worked within multidisciplinary teams a senior physical therapist. Provided physical therapy and athletic training services to professional athletes as well as amateur athletes within the community. Assisted in managing the facilities and developing businesses. Mentored student physical therapists, providing internships and career guidance. Achievements include:

- Writer / Author of Sports Medicine and Orthopedic Articles
- Guest lecturer at the NY School of Podiatric Medicine and Robert Wood Johnson Hospital in New Brunswick, NJ.
- Provided physical therapy to professional athletes from the New York Giants, the New York Mets, the New York Jets, the New Jersey Devils, and other sports teams from the Meadowlands Sports Complex.
- Initiated a Lift America program to benefit the Special Olympics, sponsored by the NSCA, and used as a promotional contest in the Jersey Shore community.

ACADEMIC ACHIEVEMENTS

Achieved #1 rank among graduating MBA students at Monmouth University, West Long Branch, New Jersey. Received the Academic Achievement Award for Excellence. Completed the MBA program in two years with a GPA of 4.0.

Honored as a Beta Gamma Sigma inductee at Monmouth University's commencement ceremonies in May 2001. Beta Gamma Sigma is the honor society for AACSB Accredited Business School Programs.

Received induction to "Who's Who Among Students in American Universities and Colleges". Was the only graduate student receiving this award at Monmouth University. (2000 – 2001)

Nominee for the "New Jersey Women in Business Award". (2000)

Participant in Stakeholders' Conference, Monmouth University, West Long Branch, New Jersey. (2000 - 2003)

LEADERSHIP POSITIONS

Member of the New Jersey APTA Legislative Committee and "Key Contact" for other members seeking legislative and regulatory advise and consult. (2000 – Present)

Founder and Officer of an organization to be named the "School of Business Administration Scholarship and Development Society" to fund faculty research and build relationships with businesses in the community, Monmouth University, West Long Branch, New Jersey. (2001)

New Jersey Clinical Services Coordinator. Led over 240 employees to improve customer satisfaction and clinical outcomes. Engaged employees in a corporate-wide shared value system. NovaCare Outpatient Rehabilitation. (1995 - 1996)

PAPERS AND PUBLICATIONS

Coauthor of a research paper on Personal Equipment Replacement using Stochastic Dynamic Programming to be submitted to a refereed journal on Management Science and Operations Research during 2001

LICENSURE AND CERTIFICATIONS

National Certified Athletic Trainer
New Jersey Licensed Physical Therapist
Certified Strength and Conditioning Specialist

Certification # 02-1996, by the National Athletic Trainers Association
License # QAO3911, by the New Jersey State Physical Therapy Board
Certification #87-11-11-001, by the National Strength and Conditioning Assoc.

PROFESSIONAL AND EDUCATIONAL MEMBERSHIPS

Who's Who Among Students in American Colleges and Universities (2000 – Present)

Member of the Private Practice and the Legislative/Regulatory special interest groups (SIG's) with the njAPTA chapter.

Certified Member, National Athletic Trainers Association. (1988 - Present)

Professional Member, National Strength and Conditioning Association. (1987 - Present)

Professional Member, American Physical Therapy Association: NJ Chapter, Sports Section, and National Society. (1985 - Present)

CONTINUING EDUCATION

“**Electronic Commerce Strategy**” – Wharton Executive Education, Philadelphia, Pennsylvania, scheduled for 2001

“**Making Sales: How to Jump Start Your Selling Career**” – Dale Carnegie Training, New York, scheduled for 2001

“**Interaction Management Seminar**” by Development Dimensions International, hosted by NovaCare Outpatient Rehabilitation, King of Prussia, Pennsylvania, 1995

“**Time Management and Team Building**” by Dale Carnegie Training, hosted by NovaCare Outpatient Rehabilitation, King of Prussia, Pennsylvania, 1995

“**Leadership Skills Workshop & Managing Personal Growth Seminar**” - selected attendee, hosted by NovaCare Outpatient Rehabilitation, King of Prussia, Pennsylvania, 1994

ACADEMIC QUALIFICATIONS

Monmouth University, (AACSB Accredited) West Long Branch, New Jersey
Master of Business Administration (MBA), (1999-2000), GPA: 4.0

Focus: Strategic Management & Finance

Honors: Beta Gamma Sigma Business Award

Top Student in MBA Class of 2001

Excellence in Academic Achievement Award

Who's Who Among Students in American Colleges & Universities

Ithaca College, Ithaca, New York

Bachelor of Science, Physical Therapy, (1983-1987)

TECHNOLOGY / COMPUTER SKILLS

Expertise in Microsoft Office suite of software. Versed in statistical analysis using Excel, SPSS, What's Best, and SAS. Competency in HTML and Microsoft Front Page. Strong understanding of the Internet, electronic commerce and information technology. User of Windows & Macintosh Operating Systems.