

TERRI LYNN KERR

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Entrepreneurial driven with over 20 years of leading expertise in Management, Training, Public Relations, Public Speaking and Research and Development with Data Analysis, building teams to train and present to national and international public and private venues. Proven fundraising and networking skills, building fruitful partnerships with thousands of professionals and clients, and delivering bottom-line growth.

DEMONSTRATED ACHIEVEMENTS

- √ Grew Reality Check Program from 300 students to over 4,000 students per year from a \$0 budget to a \$150,000 budget.
 - √ Awarded Federal and State Government Grants and Endowment Funding by Grant Writing
 - √ Public Speaking and Speech Writing
 - √ Developed and Implemented Research and Evidence-Based Instructional Programs for Public and Private Audiences
 - √ Fundraising Event Management and Planning
 - √ Annual Budget Analysis and Preparation for 350 Bed Hospital, Human Resources Department, and Public and Private Training Programs
 - √ Joint Commission Hospital Accreditation Management
 - √ Human Resource Budget and Benefits Manager for over 300 Employees
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CORE COMPETENCIES

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| √ Company Management | √ Leadership and Team Building | √ Client Outreach |
| √ Fund Raising | √ Market Insight and Plans | √ Research and Development |
| √ Strategic Oversight | √ Sales Development | √ Budget Management |
| √ Program Development | √ Public Speaking and Relations | √ Negotiation |
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EXPERIENCE

Pregnancy Resource Center Salt Lake City, UT
Administrator

2009-Present

Provided visionary leadership for Public Speaking and Training Program for over 50,000 clients or students. Program development. Marketing and sales. Data collection, management, and analysis for program effectiveness. Grant and Endowment Award for grant writing. Management of budget, personnel, and client demand. Event planning. Fundraiser Event Chair. Public relations.

- Determined strategic direction and spearheaded development and training for an array of integrative psychological innovations in presenting to clients.
- Lead long range planning with sustainability tactics together with other leadership.
- Oversee data base and analysis for program effectiveness.
- Marketing strategies analysis with control groups and evaluations.
- Public presentation of program with training of other administration and presenters.
- Data analysis for program analyzed by Ph.D. in Family Counseling with a rate of 83-97% effective for clients in Utah, Africa, and Mexico.
- Grant and endowment writing.

Options for Women Cherry Hill, NJ
Manager and Administrator

2000-2009

Brought on to manage a women's center for market growth in logistics for community, fundraising, and public relations. In addition, was Administrator for Public Education Program where a relatable, medically accurate program was developed for clients.

- Spearheaded overhaul of numerous center functions focusing on technology integration with personnel, fundraising, public relations, annual budget, and daily center functions.
 - Training personnel for certifications in counseling, teaching in public schools, and volunteering.
 - Determined profit margins for fundraising and grant awards.
 - Oversaw marketing, graphic design, web design and publications of the Center.
 - Developed Center functions from simple client pregnancy tests to sexual transmitted infection testing and basic pre-natal care.
 - Trained personnel to implement high quality services for women and families.
 - Expanded fund base and public-school speaking.
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EDUCATION

B.S. Intercultural Studies and Biology

Salt Lake City, UT & San Diego, CA

Professional Counseling Certified

San Diego, CA

Emergency Medicine, Occupational Medicine, and Wilderness Medicine Certified

Salt Lake City, UT

Professional Photographer, Member Professional Photography of America 2000-2010

Haddon Heights, NJ

International Medical and Educational Field Work

Korea, Taiwan, Hong Kong, Mexico, Kenya

Certified in various Federal and State Certified Curricula for Title I Schools

Salt Lake City, UT