Hello Braun Northwest Team, Monday 10 April 2017

The first time I met Senator Braun was at your Braun Northwest offices. I had asked for a discussion with him to learn about his experiences in the US Navy, particularly his time in the US Navy Reserve. I was sent to Senator Braun by Steve Ward, the VP of Finance at Centralia College. I will never forget what Steve said to me when I asked about the character and moral integrity of John Braun. He said that there were many people he respected in the community, and many people he found to be good leaders, “but if John asked me to follow him into battle – into a fire fight – I would do it, without hesitation. There is no one else I would immediately follow into “battle” without thinking about it first.” This gave me great insight into the character and the leadership of Senator Braun. Because of this reputation of mission, integrity and commitment to his business and as given in testimony by strong leaders in our community, I am seeking to align myself with the mission and vision of Braun Northwest as an Outside Sales Representative, bringing value to the west coast community of first responders that Braun Northwest is responsible for.

I am a Returned Peace Corps Volunteer who served in Zambia and upon returning home from Zambia in 2010 until Tuesday March 7th of this year, when I turned in my letter of resignation, I guided Christians to be wise with money and live generously. I did this as a Financial Representative with a financial services organization called Thrivent Financial. In starting, growing and managing my financial advising practice, I was both the:

* Chief Sales Officer
	+ Inside and Outside Sales - qualifying leads, prospecting, built relationships, making daily outbound calls, setting appointments,
	+ Process Focused - taking clients through a specifically tailored sales process, analyzing their financial documents with my team, conducting detailed research with my team, and making recommendations to clients based upon their long term and short term goals that lead to product and service sales.
* Chief Client Success Manager
	+ Facilitating communication and transparency, cultivating an environment of trust and stability
	+ Acting as a guide and source of knowledge for the client through the financial planning process, ensuring product understanding, asking the client clarifying questions, active listening to the client and answering client questions
	+ Refining client goals, expectations and next steps
	+ Implementation of financial plan through the purchasing of financial products
	+ Creating raving fans through the referral process and exceptional client care.

Talking about my past work is fine, but what you really need and want to know is what value I can I add at Braun Northwest as an Outside Sales Representative, and what are the unique strengths I will bring to the Braun Northwest team.

* I find it very strait forward to notice what drives, motivates and inspires people. This allows me to quickly establish rapport with others. It also allows me to determine how to best care for customers and juggle their needs and wants while guiding them to reaching their goals by taking action.
* Due to my high levels of perceptiveness, I communicate with people effectively.
* My best work is done when I am part of a team that is mission-driven. One of the most important reasons I am reaching out to LiveStories about joining your team is because you have a unique mission as a data software company that offers government the platform for transformation.
* It has been shared with me that my imagination, combined with my decisiveness, allows me to come up with interesting and unusual ideas and solutions.
* I easily notice patterns and connections between ideas, but I am able to base such connections on human beings, rather than just technology. This allows me to be a trusted advisor, teacher and solution implementer by those I have established a relationship with.

Building deep and long-lasting relationships is where I flourish. I am seeking an opportunity to do so with the team at Braun Northwest, where you can trust me to serve with honor the first responders - the men and women who have answered our nations call to protect and preserve - you currently do business with, as well as bring in hundreds of new partners by building lasting relationships, bringing endless energy to the sales process, and faithfully going above and beyond to show integrity in every situation.

Respectfully,

Allison N. Fischer

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**PROFESSIONAL EXPERIENCE:**

THRIVENT FINANCIAL, Chehalis, WA January 2013-March 2017

Financial Representative, CLTC, FIC

* Practice wealth management
* Analyze client’s current portfolios, assessing risk/reward of current investment holdings and provide analysis, guidance, recommendations, and tactical change evidence necessary to implement a new plan to reach the client’s financial objectives
* Guide clients through the retirement income distribution process to achieve their financial goals and implement solutions
	+ Income Generation in Retirement
	+ Tax Advantaged Strategies
	+ Wealth Transfer and Legacy Planning
	+ Estate Planning
	+ Planned & Charitable Giving
* Develop and cultivate strong and trustworthy client relationships
* Research and monitor market fluctuations and trends to counsel clients and manage their assets
* Guide clients to be wise with their wealth and to live generously by aiding clients to achieve their charitable goals
* Determine the right questions to ask a client, when to ask them, and when to keep quiet and truly listen and engage
* Prospect for new clients by striking up conversations, building rapport, connecting with people of similar values, asking for an appointment to share how “Connecting Faith and Finances” will add value to their family
* Act as “Chief Sales Officer” of flourishing financial advising practice

VISION STATEMENT:

* To guide clients toward human flourishing – increasing both their financial capital as well as their human capital by conveying knowledge, wisdom, intentionality, and action seeking behavior.

COLOR ME IN, Zambia July 2010-April 2013

Advisory Partner:

* Grassroots advisor to the President and Founder of the CMI organization as a Peace Corps Volunteer in Zambia
* Contributing partner to the CMI Fundraising campaign as a Returned Peace Corps Volunteer in the US
* Program development contributor to the CMI Skills Development Initiative

ACCOMPLISHMENTS:

* Developed a business skills training component of the organization to be implemented in the rural communities to facilitate record keeping, marketing, advertising, and business plans into the daily lives of loan recipients.
* Evaluated business successes amongst villagers while enabling 13 households and two cooperatives to address changes and execute changes in their business plans which lead to a 30% profit increase in fish farming businesses and bee keeping groups.
* Spearheaded and organized an effective Zambian community-lead committee that identified local resources and facilitated local monitoring and evaluation of Color Me In loan projects resulting in two successful loan repayments.

UNITED STATES PEACE CORPS, Zambia February 2010-May 2012

Environment Program Volunteer:

* Conservation and sustainable agriculture, forestry and aquaculture
* Small business development, entrepreneurship, and teaching environmental education in the grade school and high school classroom
* Income generating activities including bee keeping, fish farming, organic gardening, and animal husbandry
* HIV/AIDS training

ACCOMPLISHMENTS:

* Planted over 4,000 nitrogen fixing trees with 8 different households in conjunction with the development of conservation agriculture workshops. Contributed to a 10% decrease in the use of crop fertilizers and a 6% increased crop yield and a 10% decreased dependence on costly and environmentally unfriendly chemicals.
* Organized effective community committees and cooperatives which included two women's groups, a preschool cooperative; and conservation farming cooperative which lead to a 4 to 9% increase in group and cooperative participation and community mobilization.
* Pioneered a girls group at a local school that fostered respect and encouraged group discussion on issues including HIV/AIDS, life skills, and goal setting. Over 75 girls attend bi-monthly meetings events, discussion groups, and member-lead workshops.
* Designed, implemented and evaluated business skills training to 8 households with fish farming businesses and 11 households with bee keeping businesses which contributed to 16 out of 19 households seeing an improvement in business profits.

THEORY OF CONSTRAINTS INT. CERTIFICTION ORGANIZATION April 2009-February 2010

Assistant to Carol Ptak

* Provided administrative services and research support in the areas of supply chain tools to drive improved bottom line performance, ERP, and Demand Driven MRP

ACCOMPLISHMENTS

* Managed the International Certification division of the organization which resulted in the awarding of Theory of Constraints Certificates to candidates who successfully completed exams worldwide.
* Performed research duties which contributed to the collaborative revised edition of "Orlickys Materials Requirement Planning" (2011) by Carol A. Ptak and Chad Smith.

WASHINGTON STATE HOUSE OF REPRESENTATIVES December 2008-April 2009 & December 2007-April 2008

Legislative Assistant for the Financial Institutions and Insurance Committee

* Provided non-partisan research, legal, and administrative services to the FII House committee

ACCOMPLISHMENTS:

* Managed three weekly public committee hearings and provided administrative, technical and technological support during public hearings, resulting in efficient and productive committee hearings
* Co-facilitated legal support to Washington State Representatives on banking, finance, consumer safety, and insurance issues with legal and caucus staff
* Developed partnerships with and assessed the needs of varying interest groups, local citizens, constituents, lobbyists, members of the industry, and stakeholders while maintaining a non-partisan outlook
* Dealt with issues of moral and political complexity and handled them with sensitivity, which resulted in the passage of groundbreaking legislation on payday lending

**EDUCATION:**

SEATTLE PACIFIC UNIVERSITY Seattle, WA Fall 2002-June 2006

* Graduation: June 2006, Bachelor of Arts

 Major: Political Science- concentration in International Affairs

 Minor: Business Administration

AMERICAN UNIVERSITY Washington Semester Program, Washington, D.C. Fall Semester 2005

* Studied United States foreign policy
* Internship at the Woodrow Wilson International Center for Scholars in the Latin America Program and the Brazil Project

XIAMEN UNIVERSITY Fujian, Xiamen, China Fall Semester 2004

* Studied US – Sino diplomatic relations, Mandarin Chinese, history, government, economics, eastern philosophy and religions, and social customs of the Chinese people
* Travel While in China: Around the province of Fujian, Xi’an, Shanghai, and Beijing

UNIVERSITY OF SALAMANCA Salamanca, Spain Summer 2004

* Studied US – Iberian diplomatic relations, ancient and contemporary culture, language, history, government, and social customs of the Spanish people
* Travel While in Spain: Toledo, Avila, Sevilla, Barcelona, Madrid, and Lisbon, Portugal.

**BUSINESS & ENTREPRENEUR MENTOR:**

GAME CHANGERS ACADEMY November 2015-Present

Mentor: Peter Voogd

Author, 6 Months to 6 Figures

Young Entrepreneur Lifestyle Podcast

**INTERNSHIP EXPERIENCE:**

THE WOODROW WILSON INTERNATIONAL CENTER FOR SCHOLARS, Washington DC Fall Semester 2005

* Work was specific to the Latin America Program and the Brazil Project, concentrating on South America
* Fundraising at the Brazil Project
* Event planning- coordinating benefit/fundraising dinner
* Preparation for of a delegation of 10 U.S. Congress members to Brazil in November 2005
* Conducted research
* Spanish language utilization

ACCOMPLISHMENTS:

* Spearheaded a successful fundraising campaign for the Brazil Institute which resulted in the addition of 17 new donors worldwide and a 19% increase in program funds
* Prioritized, planned, and organized Brazil Institute specific Wilson Center forums, discussions, and events which resulted in 4 successful discussions by members of academia and government representing both the United States and South America
* Conducted academic research on Western Hemispheric issues for the Latin America Program which contributed to the development of policy, opinion, and essay papers
* Co-facilitated the planning of two events:
* a Washington benefit and fundraising dinner which generated several thousand dollars for the Brazil Institute
* a delegation of 10 US Congress men and women to visit major Brazilian cities, factories, businesses, and government seats which resulted in cross-cultural communication and sensitivity, establishing important relationships between US and Brazilian policy makers, and influencing future trade and monetary policy between the two governments

**VOLUNTEER ACTIVITIES/ORGANIZATIONS/BOARDS:**

Janus Analytics, Sandusky, OH December 2016-Present

Consultant

* Secure private funding / venture capital / angel investor
* Provide ideas and information pertaining to professionally managed endowment services
* Conduct research
* Special project on Whole Genome Sequencing

Chehalis Community Renaissance Team, Chehalis WA 2015-Present

 Marketing Committee Volunteer

Hub City Mission, Chehalis WA 2016-Present

 Volunteer

Bethel Downtown Church, Centralia WA 2016-Present

 Sunday School Teacher, 4th & 5th Grade

Washington Business Week December 2014 & 2015

 Company Advisor