

Every small battle excites me. I've overcome obstacles testing the solidity of my company's structure, creating an impenetrable framework.

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Spring, Texas | ezexitnow.org

VALUES-CENTERED EXECUTIVE LEADER | BOARD MEMBER PILOTING PROFITABLE BUSINESS, WITH INTEGRITY

Team Orchestrator, Inspiring + Elevating Motivated, High-Performing Teams
Communicator + Negotiator, Powering + Claiming Maximum Value
Networker, Assiduously Constructing Strategic Alliances

| Start-up Leadership | Financial/Marketing Savvy | Legal Acuity | Association Growth |
|------------------------------------|--|---|--|
| ↑ Zero to 20% YOY Revenue Increase | 5-Years Debt-Free, Amid Strong Market Strategy | ↑ Minimized ~ \$800K in Damages, Rip Off Report | ↑ Buoyed Texas Tea Party to "Jumbo" Status |

Executive Assets In Action

Operations ◆ HR ◆ Revenue Growth ◆ Legal Research ◆ Regulatory Compliance ◆ Policy Initiatives

- **HIGH-GROWTH BUSINESS LEADER.** Launched start-up enterprise, EZ Exit Now with only a phone line + \$50 and metamorphosed into profitable organization with **soaring revenues projected to ↑30%**, FY2018.
- **STRATEGIZER + IDEATOR.** Harnessed waves of employee disgruntlement to fuel transformational solutions. Developed competitive compensation + recognition programs and inspired a collaborative, team-based workplace, **slashing turnover (25%) and absenteeism (16%)**.
- **RESILIENT PROBLEM-SOLVER.** Capitalized on opportunities through series of bruising business battles to not only survive but thrive within hypercompetitive, highly regulated industry. Employed complex problem solving abilities to stamp out potentially crippling legal challenges + forge consistent record of organizational wins: **YOY double-digit revenue leaps** and a fastidious **reputation for integrity**.
- **CIVIC-MINDED BOARD MEMBER.** Self-propelled to influence legislation + fortified by a foundation of conservative Christian values and Biblical worldview. **Prodigious communicator across policy-influencers, including corporate + political office holders.** BOD/other volunteer leadership roles include Texas Tea Party Republican Women + Candidates Committee, Harris County GOP, Harris County Leadership Council + Woodland Oaks Church of Christ.

Executive Leadership Experience

Changing the World for the Better Through True + Measurable Impact

EZ EXIT NOW | EZEXITNOW.ORG

Leading, high-growth organization in niche, volatile, multibillion-dollar market; develop timeshare exit strategies for client needs.

To this point, my entire business experience has been overcoming obstacles involving lack of knowledge, theft, state agencies + timeshare development companies. Today, I'm able to handle most anything thrown my way. Gaining knowledge has been key to overcoming these obstacles.

CEO | Houston, TX

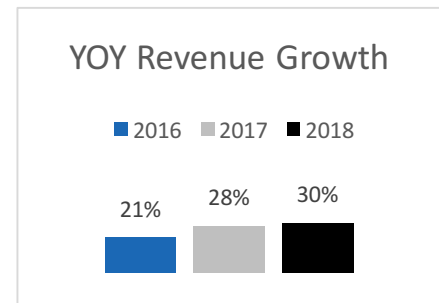
2014 to Present

Strategic Impacts: Vaulted start-up company from zero to 20% YOY revenue increases, consistent profitability and continuously debt-free operation. Expanded to 2 locations (Houston, TX, and Jacksonville, FL), grew employee base to ~50 employees, shrank employee turnover and invested strategically in higher-quality leads, bolstering profitability.

Co-founded business to help timeshare purchasers contend with + extricate from multibillion-dollar industry. Provide ethical antidote to similar businesses that engage in illegal practices and/or do not fulfill value for their fees.

At the helm P&L accountability, steer the organizational ship, establishing, implementing + executing business strategy that has generated consistent profits. Understand + comply with all legal requirements and regulations affecting business conduct. Consistently research and self-edify regarding industry-related litigation + legislation; maintain broad knowledge of competitive landscape. Lead by example; perform in primary or ancillary business functions, as needed.

- **Converted \$50, a phone line + handful of warm prospects into thriving business with >20% YOY revenue increases, distinguishing reputation in hypercompetitive, multibillion\$\$ market. Grew sales + profitability via series of initiatives:**
 - Achieved profitability in just 1 month + **15% additional revenue** (with \$3K investment) after assembling specialized sales follow-up team. **On track to double this by FY2018.**
 - Shaved costs + elevated competitive positioning + client follow-through, migrating outsourced services in-house.
 - Adopted innovative marketing strategy to generate leads organically + internally, reducing cost of leads.
- **Bolstered employee culture, slashing turnover to 20% (from 45%) and decreasing absenteeism 16%.**
 - Stabilized workforce via competitive, motivational and scalable pay structure + recognition programs; evolved from commission-only to salary + flat fee for sales, reducing unemployment claims + pay-advance requests.
 - Pivoted from individual to team-oriented culture, merging discrete departments into integrated organization.
 - Incorporated tech competency testing + hand-written paragraph sample to assess candidate literary proficiency.
- **Architected (from ground up) a streamlined + regulation-compliant organization with impeccable record-keeping.**
 - Researched + self-educated on all relevant issues: tax law and IRS reporting, human resources, licensing, contracts, establishing LLC, regulations governing timeshare industry, etc.
 - Catapulted company to pioneering, best practices-defining position in niche by building a professional research team that identified + refined innovative exit strategies.
 - Leveraged Lean Six Sigma to streamline payment plan processing, implemented *Xencall* system to track client interactions and utilize customer retention software *Insightly* to track client/resort interactions.
 - Decisively overcame legal challenges: sexual harassment, racial discrimination + other workplace infractions.
- **“Storm-proofed” against intimidation tactics and litigation related to powerful timeshare industry through honest, sound business practices, impeccable record-keeping and full compliance with the law.**
 - Follow all litigation re: timeshare developers + exit companies. Study class action lawsuits won against developers.
 - Victorious in single State Bar investigation we have endured thus far. Concurrently, solidifying company’s value.
- **Swiftly minimized \$790,000 damages incurred by ripoffreport.com, leveraging meticulous recording and reporting to combat bogus claims by disgruntled former employee.**
 - Researched and identified path to squelch access to Rip Off Report on top search engines Google and Bing (pending), **slashing estimated loss impact to 8% (from 26%).**
 - Continue to pursue legal + practical remedies for defamation inflicted on company by malicious report.
- **Saved company \$100,000 penalty levied by EEOC based on bogus claim, opening our books + using pristine record-keeping to defeat targeted accusation that we discriminate against hiring persons of color.**
 - Pointed to employment of POC in management / other positions; demonstrated accuser had been hired but failed to report to work before filing suit.
 - After EEOC persisted, we legally contested + stood ground vs state agency who ultimately dropped the issue.



APEX PROFESSIONALS

High-growth sales company providing timeshare exit services/travel club membership. ~\$7-\$10M revenue, ~ 100 employees.

TRAVELING SALES CONSULTANT | Olympia, WA

2008 to 2014

Strategic Impacts: Mastered strategy, overachieving + consistently ranking as a Top 3 Sales Performer, companywide.

Presented + sold to groups of ~60+; greeted + triaged attendee seating based on sales probability. Articulated proposals clearly and persuasively, coalesced support and built rapport with potential clients. Trained onboarding sales personnel. Ensured error-free paperwork—my own and the team's.

- **Earned Top 3 spot in sales generation**, fueling excellence through natural competitiveness + drive to lead the pack.
 - Ramped up knowledge via content/videos + cultivated native gifts of sociability, honesty, trustworthiness.
 - Guided colleague's advancement to top sales performer in my current company (EZ Exit Now).
- **1st person in company to consummate sale** of new hybrid program (timeshare exit strategy + travel club entrance).
- **Registered lowest contract cancellation rate**, companywide.
- **Parachuted into national brain-storming round table, Washington state**, spurring revenue-increase + mortgage cancellation ideas, several which were slated for implementation prior to company's unexpected closure.

WHITE'S AMBULANCE SERVICE, INC.

Ambulance transfer service with high revenues and ~10 employees.

LEAD MEDIC (Manager Equivalent) | Houston, TX

2001 to 2006

Strategic Impacts: Performed as Lead Medic on 2-person team, accountable for fully functional + compliant ambulance, properly stocked with integral equipment; overcame myriad obstacles to **graduate Top of Paramedicine Class.**

Provided emergency response aligned with protocols + ID'd areas requiring change to be fully compliant. **Maintained required certifications:** Paramedic Technician, Advanced Life Support, Cardiac Advanced Life Support, Pediatric Advanced Life Support + CPR. **Initiated and massaged relationships with target clients;** e.g., retirement communities + nursing homes building business via transfer patient increase.

HOUSTON ISD

SUBSTITUTE TEACHER | Houston, TX

2000 to 2001

Part-time position demanding on-call readiness to step in, teach, direct discipline + enforce institutional protocols in varied public school settings. Arrived early to establish classroom control and efficiency; followed lesson plans and created stimulating environment conducive to learning + fostering student growth. Fulfilled rotating assignment as lunch officer, oversaw rule compliance, safety guidelines + general order during lunchtime.

- **Professionally and proactively addressed challenges** associated with ad hoc aspects of the role and students' natural inclination to challenge unfamiliar authority figures.
- **Honed abilities to command group attention + manage conflicts** that proved valuable in subsequent workplace settings.

EDUCATION

Bachelor of Science (BS), Organizational Leadership + Supervision, University of Houston, TX

Associate of Arts, Paramedicine, LoneStar Community College, TX

Seminars: Active Shooting, Counter Terrorism, Emergency Management (Infragard), Emergency Management

Certifications + Training: Lean Six Sigma Yellow Belt Certification ♦ FAST1, NIMS IS 100b, 200b, 700a, 800b ♦ ACE Group Fitness Instruction ♦ CPR Certificate ♦ Notary Public

BOARD | CIVIC AFFILIATIONS

Board Member, Texas Tea Party Republican Women, Houston, TX 2016 to 2018
<https://facebook.com/groups/18891031658>

- Increased membership to **jumbo Texas Federated Women's status** in one year.

Board Member, Candidates Committee HCRP, Houston, TX 2016 to 2018
<http://harriscountygop.com> (Elected by majority)

- Interviewed candidates running for office; garnered **record-breaking turnout** for Leadership Institute training

Harris County Leadership Council, Houston, TX 2016

- Selected to execute capstone project **positively elevating HCRP social media** impact; created commercial for Harris County judicial candidates to deploy on social media.

Sunday School Teacher, Woodland Oaks Church of Christ, Houston, TX 2018
<http://woodlandoaks.org>

- Taught 3rd-5th grade Sunday School.

Leadership Training in Christ Coach / Bible School Teacher, Champions Church of Christ, Houston, TX 2014 to 2017
<http://championschurch.org>

Contributing Member, Infragard, Houston, TX 2016 to 2017
<https://www.infragard.org/>

- Guarded **critical infrastructure**; rallied company's involvement in "See Something, Say Something Campaign," to report terrorist threats. Hold security clearance within organization; attend crucial infrastructure webinars.

Volunteer, Texas Search and Rescue, Galveston, TX 2017 to Present
<http://texasar.org>

- FAST1 Swift Water Rescue certified, active ICS certifications through FEMA, CPR certifications. Attend monthly meetings; deployable as needed.