

BERNELL KING INGRAM

Visions International LLC
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SKILLS SUMMARY

- Coaching & Training
- Strategic Planning - Business, Career, Teams, Life, Ministry
- Business Development
- Personal & Business Vision Development
- Interpersonal Relations
- Language and Intercultural Communication and Relations
- Diversity and Intercultural Training
- Certified TESOL/TEFL/TESL Teacher Trainer
- Deductive Problem Solving
- Leadership and Management

EDUCATION, PROFESSIONAL COACH TRAINING AND CERTIFICATIONS

Language and International Trade ▪ Japanese, Bachelors of Arts
Clemson University, Clemson, SC 2000
GPA 3.54/4.0 - Cum Laude

Certified Professional Teacher Trainer TESOL/TEFL/TESL
Tri-County Technical College, Pendleton, SC, July 31, 2009

Demonstrate development of level specific program planning, lesson plans, unit development, interactive games/activities, classroom management materials, reference materials, lesson practicum, summary/critique of textbooks, mentoring of a teaching assistant/future teacher/trainee, 60 hours direct student contact and 40 hour practicum.

Certified NxLevel® Trainer

NxLevel.org, Charleson, SC, July 31, 2009

NxLevel® has become the premier entrepreneurial training program in the United States through the development and delivery of curricula designed to teach best practices for small businesses. More than 160,000 entrepreneurs, aspiring entrepreneurs, and small business owners have completed NxLevel® courses. In addition, there are over 5,500 certified NxLevel® instructors around the country.

Certified First Steps Fast Trac® Childcare Facilitator

First Step Fund, Columbia, SC, December 11-12, 2008

Developing Your Family Child Care Business™ is an 8-module, facilitator-led interactive learning program for individuals wanting to launch and grow successful family child care businesses. The program covers topics that help participants think and act as business owners, create a clear blueprint for building sustainable businesses that serve the needs of the individual participants as well as the community.

Certified CORE FOUR® Business Planning Course Trainer

SC Women's Business Center, Columbia, SC, February 7, 11, 2008

The CORE FOUR® Business Planning Course is a turn-key curriculum that covers Succession Planning, Marketing Planning, Cash Flow Planning and Operations Planning. CORE FOUR® was developed by The Northeast Entrepreneur Fund, an SBA Women's Business Center and an SBA Microlender Intermediary.

Coach U, Coachinc.com Core Essentials Fast Track Program Graduate, Dec 2006
Beginning and intermediate courses enhanced with practice and project labs to develop strong foundational and core coaching skills essential for coaches providing individual and/or organizational coaching services (77 hours). Coach U is fully accredited by the International Coach Federation (ICF).

RESEARCH INTERESTS (NEW AND ONGOING)

International Relocation: Reducing Stressors, Expatriation, Child Indicators, Developing effective tools for Teaching English to Speakers of Other Languages, Language Coaching

CONTINUING EDUCATION

2009, Intuitions, Emotions and Decision Making: How Global Executives and their Coaches can Improve the Quality of their Decision-Making, International Coach Federation (ICF) Global Executive Coach Special Interest Group Program, Presented by Uri Galimidi, ACC, October 7, 2009, (1.0 Continuing Coach Education Unit in *Core Competencies (.50 units)*, *Personal Development (.25 units)*, *Other Tools and Skills (.25 units)* which may be applied toward renewing ICF Credential)

2009, Developing Cultural Synergetic Intelligence, International Coach Federation (ICF) Global Executive Coach Special Interest Group Program, Presented by Maureen Rabotin, September 2, 2009, (1.0 Continuing Coach Education Unit in *Core Competencies (.25 units)*, *Personal Development (.25 units)*, *Other Tools and Skills (.50 units)* which may be applied toward renewing ICF Credential)

2009, Soul Work for Leaders: Activate the Personal Power of High Potentials, International Coach Federation (ICF) Global Executive Coach Special Interest Group Program, Presented by Barbara Bouchet, M.Ed. June 3, 2009, (1.0 Continuing Coach Education Unit in *Personal Development (.5 units)*, *Other Tools and Skills (.5 Units)* which may be applied toward renewing ICF Credential)

2009, International Coach Federation (ICF) Global Executive Coach Special Interest Group Program, Presented by E. Nelson, May 6, 2009, (1.0 Continuing Coach Education Unit which may be applied toward renewing ICF Credential)

2009, National Summit on Entrepreneurship™, Hosted by Association for Enterprise Opportunity (AEO), Arlington, Virginia, May 17 - 19, 2009

2009, WebEx Recorder: Record & Replay Your Meetings, WebEx University, April 7, 2009 (1 hour)

2009, Intercultural Perspectives, International Coach Federation (ICF) Global Executive Coach Special Interest Group Program, Presented by Margret Steixner, April 1, 2009, (1.0 Continuing Coach Education Unit in *Facilitating Learning and Results* which may be applied toward renewing ICF Credential)

2009, WebEx Recorder: Editing Your Recorded Meetings, WebEx University, March 26, 2009 (1.5 hours)

2009, Shadow Coaching, International Coach Federation (ICF) Global Executive Coach Special Interest Group Program, Presented by Donna Karlin, March 4, 2009, (1.0 Continuing Coach Education Unit in *Facilitating Learning and Results* which may be applied toward renewing ICF Credential)

2009, Foundations 2: Creating Interaction, WebEx University, February 27, 2009 (1 hour)

2009, Best Practices: Facilitating Effective Meetings, WebEx University, February 25, 2009 (1.5 hours)

2009, Getting Started with Meeting Center, WebEx University, February 19, 2009 (.75 hours)

2009, Lean Product Development Workshop, 2009 SCMA Lean Training and Best Practices Conference, Spartanburg, SC, Facilitator: Chris Wayne PE, MBA, NPDP, Growth Services Manager of SC Manufacturing Extension Partnership, February 23, 2009 (4 hours)

2009, The International Profiler, International Coach Federation (ICF) Global Executive Coach Special Interest Group Program, Presented by Nita Sharma, February 4, 2009, (1.0 Continuing Coach Education Unit in *Facilitating Learning and Results* which may be applied toward renewing ICF Credential)

2009, One Page Marketing Plan, Upstate International Coach Federation (ICF) Chapter, Greenville, SC, Presented by Harry S. King, MBA, To the Edge Life Adventures, January 16, 2009 (1.5 hours)

2009, Emerging Leadership Qualities in 2009, International Coach Federation (ICF) Global Executive Coach Special Interest Group Program, Presented by Hannah S. Wilder, MA, PhD, MCC and Barbara Chan CPCC CMC, January 7, 2009, (1.0 Continuing Coach Education Unit in *Facilitating Learning and Results* which may be applied toward renewing ICF Credential)

2008, Japanese Culture's Impact on Coaching, International Coach Federation (ICF) Global Executive Coach Special Interest Group Program, Presented by Rochelle Kopp, December 3, 2008, (1.0 Continuing Coach Education Unit in *Communicating Effectively* which may be applied toward renewing ICF Credential)

2008, Collaborative Innovation and Temperament in Globally Distributed Teams, International Coach Federation (ICF) Global Executive Coach Special Interest Group Program, Presented by Andrew Fleck, November 5, 2008, (1.0 Continuing Coach Education Unit in *Facilitating Learning and Results* which may be applied toward renewing ICF Credential)

2008, Coaching Through the U-Curve, International Coach Federation (ICF) Global Executive Coach Special Interest Group Program, Presented by Maureen Rabotin, October 1, 2008, (1.0 Continuing Coach Education Unit in *Co-creating the Relationship (.5 units)* and *Communicating Effectively (.5 units)* which may be applied toward renewing ICF Credential)

2008, Taming the Global Executive Mind: Seven Simple Lessons from Ancient Wisdom, International Coach Federation (ICF) Global Executive Coach Special Interest Group Program, Presented by Hannah S. Wilder, MA, PhD, MCC, June 4, 2008, (1.0 Continuing Coach Education Unit in *Personal Development of the Coach* which may be applied toward renewing ICF Credential)

2008, Upping the Downside: Creating Professional Resilience by Design, International Coach Federation (ICF) Global Executive Coach Special Interest Group Program, Presented by Mike Jay, May 7, 2008, (1.0 Continuing Coach Education Unit in the area of *Facilitating Learning & Results* which may be applied toward renewing ICF Credential)

2007, Intercultural Executive Meeting Behaviors – Points of Friction and How to Transform Them, International Coach Federation (ICF) Global Executive Coach Special Interest Group Program, Presented by Hannah S. Wilder, MA, PhD, MCC, March 8, 2007, (1.0 Continuing Coach Education Unit in *Skills or Tools Directly Applicable to Coaching* which may be applied toward renewing ICF Credential)

2005, Global Work: Bridging Cultures in International Business, International Center of the Upstate, Greenville, SC, Panelists: Philip E. Cook, president and founder, InterVision Solutions Inc. – moderator, Julia Fowler, president, Solutience Inc., representing Europe, Peter Kwan, founder and CEO, Pacific Gateway Capital, representing Asia, Tony Menezes, BSD Capital, representing South America, Ravi Sastry, formerly of Kemet Electronics, representing the USA, March 2005 (1 hour)

2005, 2009 GSA Business Financial Forum, GSA Business Journal and U.S. Small Business Administration, Greenville, SC, March 2005 (2 hours)

2005, Beyond Survival: Strategic Financial Management, Clemson Small Business Development Center and Mathew J. Hulquist, CPA, P.C., Greenville, SC, February 2005 (4 hours)

2004, Marketing Your Venture, Upstate Coalition for Entrepreneurial Development (UCED), Greenville, SC, Presentors: “Branding” presented by Jackson-Dawson, “Marketing Survival Kit – Part IV” presented by Neill Cameron, Vice President, Clemson University; President – Ogilvy & Mather Advertising (retired), March 2004 (2 hours)

2004, Church Marketing 101, presented by Scott Vaughan, National Association of Church Business Administrators, March 2004 (1 hour)

2004, Building A Management Team/Advisory Board, Upstate Coalition for Entrepreneurial Development (UCED), Greenville, SC, Presenters: Ron Reece, Psychologist with extensive experience working with companies and organizations. “The Process of Identifying and Selecting Key Managers” presented by Susan Lill, President of Align HR Resources and Vice President of Aerie Engineering, March 2004 (2 hours)

2003, Grant Writing Fundamentals and Practices, SC Rural Communities Compassion Project, Clemson, SC, March 2003 (3 hours)

2003, Creating a Road Map for Success: Developing a Business Plan and Strategic Planning, SC Rural Communities Compassion Project, Clemson, SC, April 2003 (3 hours)

INTERNATIONAL EXPERIENCE

Languages

English - Native

Japanese - Upper Intermediate

German - Beginner

Study Abroad

Richmond University, Shizuoka, Japan

Japanese Language & Culture

September 1999 - December 1999

GPA 4.0/4.0

- Studied the Japanese language and culture and lived with a host family
- Teaching Assistantship, Prospera Language Institute, Shizuoka, Japan - Taught English as a Second Language (ESL) to college and adult learners under the tutelage of the lead English instructors.

BUSINESS AND CAREER EXPERIENCE

2000 - Present

Visions International. LLC

Greenville, SC

Professional Coach and Trainer/President and CEO

- Partner with entrepreneurs to help them evaluate and plan the feasibility, viability and desirability of start-up ventures and grow existing ventures. Through the coaching process clients add strategy to their passion and reach a greater level of effectiveness personally and professionally. Services are offered through one-on-one sessions, workshops and print medium. Services include but are not limited to strategic business plan development and execution, market and competitor research and analysis, marketing strategies, brand development, strategic financial management, organizational structure, process improvement, technological tools and resources to improve efficiency and effectiveness, client/partner development and retention, government certifications and contracts, financial forecast, increasing sales, managing cash flow and securing financing.
- Responsible for the day-to-day operations, strategic planning, financial management, marketing, sales, and client/partner relations.
- Developed/Published business development books, training modules and customized training manuals and workshops to the client's focus, audience and specifications.
- Partnerships with private, government, non-profit, faith-based and community organizations to offer business development and vision development coaching and training to their entrepreneurial/business community. Partnerships and Workshop Leadership include:
 - Michelin North America, Greenville, SC
Growing Your Career, May 2008 - Present
Lead a workshop and follow-up sessions on career strategic planning customized to Michelin's values, strategic initiatives, vision, mission and goals to guide employees and managers of MARC (Research Campus) in aligning their values and goals with the company's values and goals.
 - SC Governor's Office of Small and Minority Business Assistance, Columbia, SC
February 2008 - Present
Strategic Business Plan Building Seminar

Panelist: Free Money – Business Financing Sources

Small Business Administration (SBA) Community Express Loan Workshop

Presented and participated on an expert panel at the Annual Statewide Business Forum & Trade Fair - an unparalleled networking opportunity for small business owners to showcase their companies to procurement officials of government agencies and corporations.

- South Carolina Business Initiative (formerly SC Women’s Business Center), South Carolina
Business Consultant and Regional Manager, October 2007 – September 2009
 Selected to establish, manage and operate the new Greenville, SC office of the SC Business Initiative (SCBI). Provide business coaching and consulting to clients and partners of the SCBI in thirteen counties of Upstate, South Carolina. Consult with start-up and existing business by providing technical assistance for business development through one-on-one consultations and training workshops. Develop and maintain strong, collaborative relationships by representing the SCBI between Appalachian Development Corporation, government agencies, community organizations, faith-based institutions, private enterprises, civic groups and underserved and under resourced groups and communities in the eleven county Appalachian Region of South Carolina. In two years of part-time operation and leadership, the Upstate office grew to be the top producing office of the state-wide operation with over 200 clients consulted resulting in over 37 new businesses started, over 56 jobs created, over \$5.6 Million change in sales, over \$433K existing business growth in sales, over \$189K SBA and Bank loans received, over \$269K owners investments and over \$3K other investments.
- Superior Financial Group (Federally Licensed SBA Lender), Walnut Creek, CA
 Innovative Bank (Federally Licensed SBA Lender), Oakland, CA
SBA Community Express/Small Office Home Office (SOHO) Loan Program, Jun 2006 – Present
 U.S. Small Business Administration (SBA) Certified Technical Assistance Provider - conduct loan workshops, package loans and provide on-going technical assistance to entrepreneurs applying for SBA loans. Cumulative results include:

 - Over \$518K secured in working capital micro-loans
 - 42 clients served
 - 95% funding success rate
- City of Fountain Inn – Business Development, Fountain Inn, SC
Small Business Financing - helped City of Fountain Inn with gap-lending program to secure financing for small businesses operating in the city to promote economic development and direct investment in the community.
- City of Anderson – Business Development, Anderson, SC
Business Essentials, Jul 2003 – 2006 – Developed a business start-up, development, and management training program and manual that was awarded a Housing and Urban Development (HUD) Economic Development contract to offer consulting and training to businesses seeking funding to start and expand in the city of Anderson.

1999 - Present

Visions International LLC

Greenville, SC

Language and Intercultural Trainer/Certified TESOL Teacher Trainer

In 2009, Visions International LLC acquired International American English Programs (IAEP), a Teaching English to Speakers of Other Languages (TESOL) training and certification program in partnership with Tri-County Technical College, the certifying agency. We offer TESOL/TEFL/ESL Teacher Training,

Teacher Certification and Language Coaching to aspiring and existing educators and students of primary, secondary and adult education. We equip corporations, global executives, entrepreneurs and professionals to exercise best practices of relating and communicating in an intercultural environment by providing intercultural training, social and business English and Japanese language instruction. Clients, partners, contract work and career experience include:

Associated Fuel Pump Systems Corporation (AFSCO), Anderson, SC – 2009 - Present

- Provide English language and intercultural coaching to Japanese engineers

Expatriate Families, Greenville, SC – 2007 - Present

- Associated Fuel Pump Systems Corporation (AFSCO)
- AFL Telecommunications
- Sekido Technology Corporation

JTEKT Automotive, Piedmont, SC – March 2007 - Present

- Provide English language and intercultural coaching to Japanese executives

Dr. Sally Lorbach, Southern Wesleyan University, Central, SC – 2004, 2005, 2006

- Conducted an intercultural training presentation for business leaders in an international management course.

Christ Church Episcopal School, Greenville, SC – 2004 – Present

- Teach English and Japanese to students in private, small group lessons

The Academy of English and The Language House - Greenville, SC - 2003 - 2005

- Conducted presentations on the American, Japanese, English, Mexican and German cultures to employees and executives of BMW, Spartanburg Stainless Steel Products and foreign executives of various industries from around the world
- Created intercultural training presentations on the Japanese and German cultures
- Taught intensive English, American social and business culture and cross-cultural soft skills to executives from around the world using a highly communicative methodology through private and small group lessons
- Taught beginner Japanese and Japanese social and business culture to local professionals and students using a highly communicative methodology through private and small group lessons

F.I.A. America, Inc. - Clemson, SC - 1999 - 2001

- Trained Japanese engineers in the proper pronunciation, rhythm and intonation of the English language using a technique known as Rhythm Training™
- Advised students in intercultural relations and created an intercultural training guide
- Created, coordinated, planned and conducted various educational and cultural programs, workshops, and events in the United States and Canada

 MINISTERIAL LEADERSHIP EXPERIENCE

Licensed Minister of the Gospel, Water of Life Christian Church Oct 2003 – Present

Covenant Care Assistant, Water of Life Christian Church, Greenville, SC 2003 - Present

Covenant Care Leader, Water of Life Christian Church, Greenville, SC 2002

Responsible for assisting group leaders in teaching bible lessons, planning fellowship activities, and advising approximately 15 families and some non-members in a designated community area. Follow-up calls and visits to members, non-members, and first time visitors, and keep accurate records of attendance, prayer and praise reports, and follow-up attempts.

Successful Stewards School Program Director, Water of Life Christian Church 2002 - Present

Team work in the development and expansion of a biblical financial literacy program, three-month course curriculum, and course manual. Responsibilities include program development, teaching weekly classes, financial advising, conducting one-on-one meetings with participants, marketing and advertising and donations and grant procurement.

Evangelism Director, Water of Life Christian Church, Greenville, SC 2000 - 2004

Responsible for training evangelism teams, budgeting, planning and coordinating church and community wide evangelistic events. Develop and utilize creative avenues to communicate the gospel.

Teen Ministry Coordinator, Water of Life Christian Church, Greenville, SC 2004

Coordinated and taught at ministerial bible studies, socials and events for teenagers.

Home Care Ministry Coordinator, Water of Life Christian Church, Greenville, SC 2001 - 2003

Oversaw the dissemination of assignments for follow-up calls and benevolent visits to first time visitors and members. Responsible for assessing the needs of the Home Care Ministry, yearly budget, and monitoring all follow-up attempts and recordkeeping.

 PUBLISHED WORKS

- King, Bernell. The Visionary's Guide to Small Business Development. Greenville, SC, USA: Visions International, 2005.
- King, Bernell and Water of Life Christian Church. Your Guide to Successful Stewardship. Greenville, SC: Water of Life Christian Church, 2002.

 PANELS, SYMPOSIA AND WORKSHOPS

Ingram, Bernell King (2009, March). Panelist, International Partners For Family And Community Development: A Model For Collaboration Among Non-Profit And For-Profit Entities, Building Safe, Humane, And Responsive Communities For Children And Families Conference hosted by Institute On Family And Neighborhood Life, A Public Service Of Clemson University, Greenville, South Carolina

Ingram, Bernell King (2009, February). Panelist, Free Money – Business Financing Sources, OSMBA Trade Fair and Forum hosted by SC Governor's Office of Small and Minority Business Assistance, Columbia, South Carolina

Ingram, Bernell King (2008, April). Panelist. Language and International Trade Alumni Panel, Clemson University First Annual Language and International Trade Conference, Clemson, South Carolina

COMMITTEES

2009 - Present, Foothills Community Health Care, Inc. Business Operations Committee Chair and Patient Support Services

2009 - Present, Michelin Development Steering Committee - Loan program for disadvantage businesses within Upstate, South Carolina focusing on creating and sustaining quality jobs.

COMMUNITY ACTIVITIES AND SERVICE

2009, August 15, SBA Community Express Loan Workshop, Statewide Hispanic Community Day hosted by The South Carolina Commission for Community Affairs, Greenville, South Carolina

2009, June 11, SBA Community Express Loan Workshop, Hosted by The Epsilon Beta Omega Chapter of Alpha Kappa Alpha Sorority, Spartanburg, South Carolina

2008, April 9, SBA Community Express Loan Workshop, Hosted by City of Fountain Inn Economic Development, Fountain Inn, South Carolina

2008, August 22-23, Small Business Loan and Financing Options, Sponsored by Upstate Workforce Investment Board and Leverage and Development, Upstate Women's Show, Greenville, South Carolina

2007, October 25, SBA Community Express Loan Workshop, hosted by Mauldin Chamber of Commerce and Greenville Federal Credit Union, Mauldin, South Carolina

PROFESSIONAL AFFILIATIONS

- Carolina TESOL, Since 2009
- International Coach Federation (ICF), Since 2007
- ICF Global Executive Coaching Special Interest Group, Since 2007
- ICF Expatriate Coaching Special Interest Group, Since 2007
- Upstate International Coach Federation, Since 2008
- The Japan America Association of South Carolina (JAASC), 2005, 2007 - 2008
- Upstate Global Professionals, Since 2008
- Mauldin Chamber of Commerce, Since 2007
- Greenville International Alliance for Professional Women (GIAFPW), Since 2006
- International Center of the Upstate (ICU), Since 2006

- Urban League of the Upstate Young Professionals 2006 – 2007
- National Business Incubator Association (NBIA) 2003 – 2004

DISTINCTIONS

- *GSA Business*, Featured Article, Women Running Businesses Seek Paths to New Growth, Feb 2009
- *The Greenville News*, Featured Article, ‘Mompreneur’ Warms up to Business, Sep 2008
- *Award of Appreciation*, Michelin Americas Research Company (MARC), 2008
- *Gone the Distance* Clemson University Women’s Leadership Award, 2008
- *Alumni Panel Participant*, First Annual Language and International Trade Conference of Clemson University, 2008
- *Clemson Polyglot*, Alumni Profile, Spring 2008, Fall 2008
- *GSA Business*, Featured Article, SC Women’s Business Center and YWCA, Feb 2008
- *The Greenville News*, Featured Article, SC Women’s Business Center and YWCA, Dec 2007, Jan 2008
- *CHIC Magazine*, Business Profile, Oct 2007
- *Greenville Magazine* and Greenville First’s Best & Brightest 35 and Under Class of 2007
- *WJMZ Radio Station* Upstate Black History Maker, February 2007
- *Greenville News*, City People and Other Features, Jul 2007, Jan 2004, 2003, Dec 2007
- *Clemson World Magazine*, Clemson Women Firsts: The First Clemson Student to Graduate in Japanese and International Trade 2005 and Featured Article – “International Vision”, 2005
- *Award of Appreciation*, Water of Life Christian Church, 2002, 2003
- President's List 1999, 2000
- Multicultural Achievement Award 1999, 2000
- South Carolina Life Scholar 1998 - 2000
- Coca-Cola Scholar 1996 - 2000
- Calhoun Honors College 1999
- American Institute for Foreign Studies Minority Scholar 1999: Selected as the one student in the United States to receive a full scholarship to study abroad worth over \$11K
- Japan America Association of SC Scholar 1999
- Clemson University Department of Languages Travel Scholarship Recipient 1999
- Dean's List 1997

REFERENCES

References supplied upon request