

JEFFREY J. WILSON

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Attorney with unique, comprehensive legal skills gained from several years of running and consulting with companies and solving their legal-related issues, having no issues go to trial. Successful in client development, evidenced by growing JCS, Inc. from \$1MM to \$7+MM in billable revenue over 3.5 years. Expanded legal skills through company and firm experiences in areas such as:

Business Transactions	Real Estate	Estate-Probate	Banking	Intellectual Property	IT/Internet
Bankruptcy-Foreclosure	Financial	Employment	ADR	Supply Chain	OCRC/BWC/UC
Medical-Legal Malpractice	Insurance	Employee Benefits	Franchise	Mergers/Acquisitions	Contractors
Landlord-Tenant	Publishing	PR/Promotion	e-commerce	Forensic Accounting	Construction

EDUCATION

Juris Doctor, graduated 2nd in class, Law Review writer & web editor, University of Toledo-College of Law, 2000.

Master of Health Care Administration, *summa cum laude*, University of Toledo, 1998.

Master of Business Administration, *summa cum laude*, Pacemaker of the Year, University of Toledo, 1995.

Bachelor of Science, Business Administration/Accounting/Management/Computer Science, Defiance College, 1989.

Certified Business Manager and Certified Management Accountant. APBM and IMA member.

Licensed attorney in Ohio (2001) & Michigan (2002). **Member**, Ohio State & Michigan Bar Associations.

Series 7 & Series 66 Investment licenses and **Health/Life Insurance** licenses.

LEGAL SKILLS

General Counsel/Corporate

- As Asst. G.C., drafted software developer's licenses, intellectual property filings, sales/support, employment, and alliance agreements.
- Filled key role in getting closed, "Big Three" auto manufacturing plant financed, purchased privately, and reopened.
- Implemented business turnaround-loan work out plan for real estate & building company. Negotiated new contractor agreements.
- Counseled building trade, order fulfillment, retail companies on business turnaround, long-term growth and succession strategies.
- Produced 80% savings by renegotiating technology contracts, upgrading the entire computer system with 1st year cost savings.
- Drafted numerous tax entity appeals, eliminating all fines/interest charges. Taught undergraduate Business Law.

M & A/Transactional

- Crafted buyer's strategic turnaround plan for \$2MM loss auto paint business to win stalking horse bid and emerge from bankruptcy.
- Conducted due diligence on title, mortgage, real estate, building, plumbing, livery, manufacturing and self-storage companies.
- Formed publishing company, sought out and contracted professionals in writing/publishing, publishing five books, distributing nationwide.
- Prepared business for sale, owner's exit strategy, and solicited multiple buyers with various offers, utilizing owner's building in sale.
- Bid on businesses and assisted with business closings. Formed several companies and drafted business, financial, and marketing plans.
- Started an electronic cash flow acceleration business, drafting business plan and marketing materials, then trained and test marketed.
- Performed all start-up functions to open and grow a bankruptcy practice that was leveraged with becoming a bankruptcy trustee.

Real Estate

- Completed the turnaround of abandoned self storage facility after sheriff's sale purchase; executing plan to lease it up then sell it.
- Negotiated & drafted over 25 commercial leases. Managed all bank mortgages, land contracts, notes and lines of credit.
- Researched, negotiated with creditors/attorneys, attended Sheriff's auctions, purchased foreclosure properties, completed closing process.
- Negotiated purchase of a luxury builder foreclosure 60% completed from bank for 30% of value; completed project and sold.
- Assumed General Contractor role in Builder foreclosure, bidding, contracting & completing all processes on time, below budget.
- Started in high school and managed real estate acquisition/rental business, negotiating and closing on all purchases/sales.
- Negotiated wholesale purchase of luxury home, including contents, rehabbed, marketed, showed, and sold for large ROI.

Financial/Estate Planning

- Joined estate planning law firm, gave seminars, prepared firm/partner earn-out, managed probate cases, added mobile e-presentation.
- Formed and tested probate real estate investing business with auction company joint venture for personal property liquidations.
- Prepared and presented business & financing plan to bank, securing 300K line of credit for seasonal program annually.
- Wrote and implemented buy-sell agreement for family business, funded with key man life insurance policy on principal-operator.
- Provided insurance & investment long range planning to individuals and businesses in Toledo and the surrounding areas.
- Business Law MBA-Graduate Assistant. Top law student honor in Estate/Gift Tax. Taught undergraduate Trusts & Estates.

Dispute Resolution/Litigation

- Assisted in resolving franchise agreement dispute, favorably settling the case early in the discovery process.
- Managed legal malpractice claim against law firm over late filing, ultimately finding key legal standing to get initial tax claim dropped.
- Led realty company turnaround, franchise reduction then elimination, prepared it for sale, and got owner out by selling it.
- Counseled appraisal contractor in settling employment contract/non-compete dispute, avoiding arbitration & litigation.
- Mediated 95% of juvenile court cases to mutual agreement, avoiding court/jail time. Completed special mediation training.
- Assisted medical malpractice attorneys. Top law student honor in Trial Practice. Prosecutor's Office intern. Shadowed defense attorney.

Employment/Human Resources

- Resolved favorably two formal discrimination claims and several employee-manager disputes.
- Trained managers on hiring, discipline, and termination processes. Won every hearing at OCRC, BWC, ODJFS, and OBES.
- Wrote employment, stock option, buy-sell, and non-compete agreements, employee and internal control policies, procedures...
- Bid, selected and oversaw all risk management products and employee benefits, including retirement plans. Drafted personnel policies.
- Resolved wrongful termination suit favorably through mediation, getting reasonable settlement, apology, and positive recommendation.

RELATED BUSINESS SKILLS

Management/Development

- Consolidated JCS unprofitable satellites into anchor offices, increasing profitability with minimal market share reduction.
- Expanded JCS business from 5 profit centers to 22, reaching 3 states in 4 years by implementing successful growth strategy.
- Led growth of JCS by penetrating 4 new market segments and opening 11 offices in 3 years that achieved profitability in <1 year.
- At QRC, reduced reliance on single, major account by >15% of total sales and diversified customer base to reduce business risk.
- Spearheaded QRC growth from \$4 mm to \$12 million P&L and achieved record profit. Added 3 new divisions and grew territory 125%.

P & L

- Led EHR-medical billing software modification & turnaround with 87%, \$9MM A/R reduction to increase cash flow in <1 year.
- Implemented business turnaround plan going from \$100k loss/month to break even in 3 months then to \$1MM profit in 3 years.
- Provided financial statement-cash flow analysis, financing and turnaround plans for employment agency.
- Implemented lean operating policies that guided profit centers to a 20% net margin before taxes.
- Multiple, successive years reached record EBIT and record number of clients served while at QRC & JCS.
- Reduced raw materials 10% via competitive bidding, soft volume commitments, and substitutions.
- Managed all bank financing, lines of credit & investments. Consulted small businesses on P&L analysis, cash flow, and budgets.

Marketing/Sales/PR

- Implemented best-seller campaign for new book series, formed online partnerships for launch book, promoted, and hit #1 on multiple lists.
- Completed speaking courses, laid out brochure, had it professionally designed/printed, made contacts, and started speaking statewide.
- Took many marketing/promotion/publicity courses and have been doing radio, TV, and print interviews to expand platform.
- Implementing plan to expand brand's reach with e-zine, blog, enhanced site, contest, and social media list-building techniques.
- Built key strategic alliance, capturing 1st statewide contract. Designed/implemented staff incentive-reward programs.
- Implemented new marketing strategy utilizing entire employee base and newsletter to develop business leads and ultimately sales volume.
- Designed consolidated, cross-selling marketing approach for all divisions. Took division from 40% to 120% capacity within 9 months.
- Restructured sales force and compensation program, increasing new sales by 100% and gross sales 25% in 1st year.

EXPERIENCE

NEXT LEVEL MANAGEMENT/WILSON LEGAL COUNSEL, LTD., Toledo, OH

A+ STORAGE PROS, Monclova, OH

JOHNSON & ASSOCIATES, Holland, OH

CRYSTALLIZES, INC, Ann Arbor, MI

BUCKLEY, KING & BLUSO, Toledo, OH

LUCAS COUNTY JUVENILE COURT, Toledo, OH

JCS, INC., Toledo, OH

QRC, INC., Stryker, OH

WESTFALL REALTY, INC., West Unity, OH

WILSON VENTURES, LLC, Toledo, OH

Sr. Management Consultant/General Counsel

Principal/General Counsel

Business/Estate Attorney

General Counsel

Law Clerk

Mediator

CFO -- COO

Financial/IT Director -- Chief of Operations

Realtor/Auctioneer

Investor/Landlord/Property Manager

2001-Pres

2009-Pres

2005

2001-2002

1999

1999

1993-2001

prior to 1993

prior to 1993

prior to 1993