

# PHILIP DUANE JOHNCOCK

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## CONSULTANT • AUTHOR • EDUCATOR • LEGACY-MAKER *Creativity / Integrity / Leadership*

Creative, integrity-based consultant and award-winning author and education designer with a proven record of leadership, ingenuity and legacy-making. Demonstrated success in generating funding and resources, managing complex projects through to completion, inspiring others, and documenting what works. For example, with a success rate greater than 92% (48 of 52 grants) in grant writing, generated and successfully managed over \$6.4 million in grant funds, documented what worked, created a certification program, then trained thousands who have gone on to generate over \$1.2 billion in funding in the first 2.5 years. Exemplary problem-solving, team-building and communication skills. Over 25 years as an educator and administrator in public and private institutions. Authored twelve books and seven articles and produced seven CD's and four DVD's in areas of legacy-making, professional skills development, institutional enhancement, and personal enrichment. Expertise in designing successful live and online, public and private, unique learning systems with supplemental resources to meet learner needs and market demands.

- Legacy-Making
- Maximum Impact with Maximum Ease
- Diverse Learning Systems
- High Success Rate
- Lead with Integrity and Appreciation
- Teacher Training Expertise
- Creative Leadership
- Visionary with Attention to Detail

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## PROFESSIONAL EXPERIENCE

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**CONSULTANT, AUTHOR, EDUCATOR & PRODUCER, 2003-Present**  
Nevada & Online

Designed the Internet's first professional certification program in grant writing ([www.4Grants.Net](http://www.4Grants.Net)). Helped launch the International Institute for Social Artistry ([www.SocialArtistryInstitute.org](http://www.SocialArtistryInstitute.org)), served on the board for four years, designed website, and conceived planned giving and fundraising campaigns. Supported creation of the Masters in Leadership in Social Artistry degree program and offering of workshops with United Nations for hundreds of leaders in dozens of developing countries. Helped launch the Nevada NewsMakers Outreach Inc and its successful fundraising campaign. Designed and taught online classes and TeleCourses in areas of grant writing, discovering one's genius, and conscious community. Taught grant writing classes online at Community College of Southern Nevada since 2003. Founded Fun Unlimited Inc in 2004 and designed 19 websites. Produced 7 CD's and 4 DVD's.

### ***Selected Contributions:***

- ✓ Helped leave legacies for Zelpha Johncock Morehouse (great grandmother), Lynden R. Johncock, Sr. (grandfather), Sam Shad (media specialist), and best-selling authors (Dr. Jean Houston, Dr. Gay Hendricks, Dr. Kathlyn Hendricks, and Margot Anand).

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- ✓ Served as catalyst to launch new nonprofits as legacies: International Institute for Social Artistry (Dr. Jean Houston) and Nevada NewsMakers Outreach Inc (Sam Shad and Nevada NewsMakers TV program).
- ✓ Conceived a variety of ongoing fundraising campaigns, including planned giving, dinners, tea gatherings, concerts, CD's, books, and special events.
- ✓ Published twelve books, including the popular *Dream-Making to Billions: Grant Writing Tips from the Experts*, "one of the most enjoyable books on grant writing tips that I have read" (Charity Channel Review, July 2004), *Already Home*, *Book of Life*, *Power of Living Genius*, and *Power of Creativity*.
- ✓ Produced seven CD's, including *Dream-Making to Billions* co-facilitated with Mark Victor Hansen and *Where to Find Money to Attend Any Class, Seminar or Conference*.
- ✓ Produced four DVD's, including *Locating Funders* and *Increasing Your Success Rate*.
- ✓ Designed nineteen websites for a variety of projects, including three primary sites: [www.4Grants.Net](http://www.4Grants.Net), [www.FunUnlimitedInc.com](http://www.FunUnlimitedInc.com), and [www.johncock.com](http://www.johncock.com).
- ✓ Graduates of grant writing classes report that they typically write at least one successful grant within a year of taking a grant writing class.

### **Testimonial:**

- ✓ "I see Philip's genius in recognizing great ideas whose time has come and then putting wheels under them ..." [Dr. Jean Houston, Union graduate]

### **EXECUTIVE DIRECTOR, 1998-2003**

TRUCKEE MEADOWS COMMUNITY COLLEGE – Nevada

Wrote and managed 14 grants and over \$2.4 million in public and private funding in career and technical education: School-to-Careers, Tech Prep and Carl Perkins. Created the first college 10-credit professional certification program in the U.S. in grant writing in 2001; in the first two years, 385 students enrolled and generated millions in grant funding for nonprofit agencies in Northern Nevada, San Francisco, Las Vegas, Minnesota, Wyoming, Washington and other states. Established literacy partnership between college and local elementary school. Served as player/manager for college coed softball and men's basketball teams.

### **Selected Contributions:**

- ✓ Championed a 435% one-year increase in Tech Prep (high school + college) student enrollment, saving parents and students over \$100,000 in tuition, books and fees.
- ✓ Received "Outstanding Service" award from Truckee Meadows Community College.
- ✓ Received four "Outstanding Program" awards from Nevada School-to-Careers projects.
- ✓ Chaired national conference of the American Technical Education Association for over 700 educators in 1999.

### **Testimonial:**

- ✓ "With nearly 30 years of administrative experiences (as a teacher, coordinator, director, dean and CEO), in four occupational-technical college systems, I have never had the experience to work with one at Philip's level of professional level of integrity." [Bill Verbeck, former Dean, Truckee Meadows Community College]

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## **DIRECTOR & EDUCATOR, 1981-1995**

COLLEGES & BUSINESSES – Mexico, Nevada & Canada

Wrote and managed 18 federal and state college grants for Community College and University System of Nevada, as well as 14 corporate and government grants from a variety of institutions and groups, such as the United Auto Workers – General Motors, City of Reno, Nevada Department of Transportation, United States Department of Agriculture, totaling over \$4 million. Designed award-winning English and citizenship program for over 3,000 newly legalized immigrants and supervised 25 teachers. The 5-year program provided child care; bilingual tutoring; career exploration; and instruction in life skills, language and civics. As a national model program, it was based on personal language learning experience with Spanish in Mexico. Directed a five-year teacher-training project for over 600 teachers in adult education programs throughout the state of Nevada. Designed and directed a university training program for new faculty and over 400 graduate teaching assistants and international teaching assistants for two years. Directed a private English night school for over 500 adults and designed an English summer school for over 300 children in Mexico for two years. Designed language learning programs for 14 businesses and more than 750 employees in Nevada and Mexico. Taught a variety of personal enhancement workshops for over 500 adults in Canada and throughout U.S. Taught Spanish to more than 75 high school students, as well as over 100 educators, phone operators, administrators, leaders, and managers.

### ***Selected Contributions:***

- ✓ Chaired committee to find and train translators for 70 languages for 1989 International Special Olympics in Lake Tahoe/Reno.
- ✓ Received the first “Adelante” award from Nevada Hispanic Services for creating the Welcoming Immigrants to Nevada (Win) project.
- ✓ Received “Educator of the Year” from professional association of ESL teachers.
- ✓ Received first “Outstanding Performance” award from Nevada Adult Education Association.
- ✓ Received first place Paragon poster award from National Council for Marketing/Public Relations.

### ***Testimonial:***

- ✓ “Philip is a unique education professional who possesses the rare skills and talent to bring meaningful and relevant learning experiences to diverse audiences, from the illiterate to the already highly skilled. Here (at the college) ... when a new project is on the ‘drawing board’, Philip is our first choice to ‘make it happen’.” [Michael Rainey, Dean, Truckee Meadows Community College]

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## **EDUCATION & CREDENTIALS**

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**Masters of Arts – Teaching English, 1988 • University of Nevada, Reno – Nevada**

**Masters of Metaphysics, 2002 • University of Metaphysics – California**

**Bachelor of Science – Integrated Social Sciences, 1981 • Grand Valley State Universities - Michigan**

**Bachelor of Metaphysics, 1997 • University of Metaphysics – California**

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**PUBLICATIONS**

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**Legacies**

*Reconceiving Ourselves* (2007)

Article to be published based on pre- and perinatal psychology work of Dr. Kathlyn Hendricks

*Family Diary of Zelpha Morehouse Johncock* (2006)

5-year diary from 1935-1940 of rural life for great grandmother in southwestern Michigan

*Gun Ho: Legacy of Lynden R. Johncock, Sr.* (2006)

Produced 2-DVD documentary of land development by grandfather - Gun Lake, Michigan

*Diary Photo Book* (2006)

Photos accompany *Family Diary of Zelpha Morehouse Johncock*

*Power of Integrity* (2005)

Based on work of Dr. Gay Hendricks

*Genius Course Online* (2005)

Based on work of Dr. Gay Hendricks – [www.geniuscourse.net](http://www.geniuscourse.net)

*Movement Activities & Breathing Observations* (2004)

Based on work of Dr. Kathlyn Hendricks

*The Path of SkyDancing™ Tantra* (2004)

Based on work of Margot Anand – Translated and published into German and Chinese

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**Professional Skills**

*Dream-Making to Billions: Grant Writing Tips from the Experts* (2003)

Based on masters thesis on grant writing

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## **Institutional Enhancement**

*International Teaching Assistants in U.S. Universities* Article (1988)  
Journal of American Association of Collegiate Registrars and Admissions – Washington, DC

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## **Personal Enrichment**

*Happy Practices* Article (2007)  
*101 Great Ways to Improve Your Health*

*Power of Creativity* (2006)

*Power of Living Genius* (2006)

*Power of Receiving* (2006)

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## **CLIENTS**

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International Game Technology (IGT)  
California State University, Sacramento  
Silver Legacy Hotel and Casino  
AT&T (formerly Nevada Bell)  
Harrah's Hotel and Casino  
Mexico Federal Electric Commission,  
General Motors & United Auto Workers  
Tahoe Biltmore  
Margot Anand and SkyDancing Tantra  
Tarcher-Putnam Publishing  
University of Nevada- Reno  
Truckee Meadows Community College  
Community College of Southern Nevada  
Sierra Nevada Job Corps Center  
City of Sparks Parks & Recreation - Nevada  
Springs Window Fashions  
American Technical Education Association  
International Special Olympics  
Sierra Nevada Job Corps Center  
Immigration and Naturalization Service  
Conscious Community Campaign  
Nevada Department of Education

Grand Valley State Universities  
Washoe County School District  
Incline Village Chamber of Commerce  
Nevada Department of Motor Vehicles  
Galena High School – Reno, NV  
City of Reno  
Hendricks Institute  
Instituto Tecnológico de Monterrey, México  
Palacio Real Hotel, Torreón, México  
El Vergel Winery, Gomez Palacio, México  
Universidad Autonoma del Noreste, México  
Camp Tamaka, Algonquin Park, Canada  
YMCA of Greater New York  
Nevada NewsMakers Outreach, Inc.  
Inside Edge  
Hay House Publishing  
Foundation for Conscious Living  
Lakeside Community Church – Reno, NV  
Reno Unitarian Church  
Eldorado Hotel and Casino  
Women's Independent Cinema  
Transformational Book Circle