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I am a 40+ year specialist in Mens Luxury Apparel & Accessories as a General Manager Stylist and Image Consultant, working on behalf of my clients with State & Liberty Clothing Company in Denver, Colorado and other vibrantly expanding U.S. markets daily.

My professional experiences of over 30+ years are centered in customer service with direct business/consumer contact.

This has allowed me to provide solutions with immediate, measurable results for investors, presidents, CEOs, operational staff and clientele.

My Industries of expertise are:

- * Image and Fashion Consulting - Wardrobe Auditing and Constructing, Apparel Marketing and Sales.

- * Commercial/Residential Real Estate Development, Financing and Marketing.

- * Small Business Association certification and lending.

Experience:

SALES PROFESSIONAL

25+ years of experience in direct-to-consumer and business-to-business sales and customer service. Over 17 years of success as an independent residential and small commercial mortgage lending specialist with a focus on government lending. Proven expertise in building solid client relationships resulted in a strong loyalty and referral business. • Frequently awarded as a top producer. Achieved sales goals through networking and in cross selling team environments. • Extensive public speaking and educational seminar experience. Successfully combined my professional experience and customer service acumen back into the Men's Tailored Clothing industry to consistently reach and exceed both personal and corporate goals with key performance indices. Currently travels to all 20+ State & Liberty locations in the United States to improve customer experience techniques and teach methods to increase in-store sales revenue.

PROFESSIONAL EXPERIENCE

GENERAL MANAGER & LEAD STYLIST

May, 2020 - Present
State & Liberty Clothing Company
Denver, Colorado

INDEPENDENT DESIGNER/STYLIST

June, 2018 - May, 2020
Nordstrom Supplier Desk, Seattle, WA and J. Hilburn, Carrollton, TX
MEN'S TAILORED CLOTHING SPECIALIST July, 2017 - June, 2018

Nordstrom, Nashville, TN

OWNER - MEN'S CUSTOM TAILORED CLOTHING SPECIALIST
May, 2014 - July, 2017

asktonyjordan. Chicago, IL

SALES MANAGER

MEN'S TAILORED CLOTHING SPECIALIST

October, 2012 - December, 2013
Nordstrom, Chicago, IL

WARDROBE STYLIST to KEY HOLDER ASSOCIATE

October, 2011 - October, 2012

Hugo Boss AG, Schaumburg, IL

Fashion consulting, sales and customer service for the largest menswear brand in the world. My position requires extensive client contact and follow up, as well as product knowledge and market awareness. The key holder associate promotion to management training included my responsibilities as a wardrobe stylist and added responsibilities in opening and closing, accounting / deposits, payroll, scheduling and other duties of store management.

TEACHING PROGRAM ASSISTANT

August, 2010 - October, 2011

Grundy County Special Education Cooperative, Morris, IL

As a substitute program assistant, I assist teachers and school administration with special education in whatever capacity needed. I performed this role in elementary, high school and alternative environments in various subjects.

MUSICIAN

April, 1997 - January, 2012
Family Harvest Church, Tinley Park, IL

Assist in weekly musical performances for global television ministry as staff drummer/percussionist, available to cover absences of other musicians and perform on unscheduled notice. I also assist the Director of Music in production, sound engineering, stage design and musical recording as needed.

LOAN OFFICER TO BRANCH PRESIDENT

April, 1994 - September, 2007
United Funding Corp/United Title, Saint Charles, IL

Worked with financial planners and accountants to assist their clients in loan modification/refinancing to retain home ownership. Clients range from first time homeowners to high net worth individuals. Positions made use of Customer Relationship Management software to consistently producing 100% plus in strategic sales goals. Successfully expanded and enhanced key stakeholder

relationships. Position entailed expanding community awareness through successful partnerships with local businesses and real estate brokers.

EDUCATION & CREDENTIALS

Finance and African American Studies -University of Minnesota, Minneapolis, MN 1983-1987

Former Illinois Residential Loan Originatorâ€™s Licensee â€” never disciplined

Former Illinois Life & Health Insurance Producerâ€™s Licensee â€” never disciplined

Former Illinois Real Estate Salespersonâ€™s License â€” never disciplined