

# Richard Crites

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## Entrepreneur / Senior Executive / Director

### Qualifications Summary

- **30+ years of successful executive and business management experience.**
- **MS in Engineering from Stanford University.**
- Exceptionally strong **written and verbal communication skills.**
- Published author and experienced seminar presenter.
- Very proficient in math, computer technology, complex problem solving, strategic planning, implementing solutions, software development, network systems, contract negotiations, legal compliance, and sales management.

### Work Achievements

#### **Executive Vice-President for Operations, Legal Officer, Director of Expanding Software Company (LinkTek Corp.)**

- **On Board of Directors, and member of Executive Council and Financial Planning Committee.**
- **Senior executive** responsible for all personnel and production of the Treasury, Technical, Qualifications Divisions.
- Authored new policies, custom license agreements and contracts, and ensured policy compliance as Legal Officer.
- Increased software sales revenues by 50% through improved product quality and reliability.

#### **Owner/Manager of Independent Branch Office of National Financial Services Company (First Founders Financial)**

- **Achieved immediate profitability of branch office in the first year of operation as Branch Manager.**
- Recruited, hired, and supervised **over one hundred** financial services sales people in Clearwater Branch Office.
- Increased Branch Office mortgage production from zero to \$25MM per year in three years.
- Authored financial services company's "*New Associate Training Course and Resource Manual*" (314 pages) used by the company to train all new sales people.

#### **Partner / President / CMO of United States and International Franchising Companies (Miracle Method)**

- Sold, opened, established and managed franchise offices in Australia, Japan and Korea.
- Grew Pacific Basin franchise sales from zero to \$750,000.
- Increased franchisee production revenues by 75%.
- Tripled franchisee production in the Southern California Master Franchise territory.

### Management Career Overview / National Company Experience

Exec. V.P for Operations, Director, Legal Officer	LinkTek Corporation, Clearwater, FL	2011 – Present
Securities Principal, Registered Representative, OSJ, Branch Manager, Financial Services Representative, Insurance Agent	Allstate Financial Services, St. Petersburg, FL Graham Group Mortgage Corp., Tampa, FL Equity Leadership Group, Tampa, FL First Founders Financial, Inc., Tampa, FL World Marketing Alliance, Inc., Duluth, GA	1996 – 2009
Partner, President, Chief Marketing Officer	Miracle Method of the US, Inc., Los Angeles, CA	1990 – 1996

### Education:

Stanford University	Master of Science (Aerospace Engineering)	1976 – 1978
University of Oklahoma	Bachelor of Liberal Studies (BLS)	1970 – 1975

### Selected Abilities & Skills

#### **Skills:**

- Inventor, Executive. Leader. Speaker. Negotiator. Strategist. Planner. Writer. Designer. Engineer. Recruiter. Trainer.
- Creative. Responsible. Influential. Cooperative. Intelligent. Experienced. Dependable.
- Exceptionally strong written and verbal communication skills. Published author and experienced seminar presenter.
- Very proficient in math, computer technology, complex problem solving, strategic planning and implementing solutions.
- Highly personable and capable of working effectively with executives, other managers, partners, and direct reports.