

MICHAEL JAHN

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EXECUTIVE DIRECTOR / MANAGING PARTNER

**Project Management / Regulatory Compliance / Business Process Improvements / Revenue Generation / Startups
Risk Management / Marketing / Legal Processes / Client Relationship Management / Operations Management / P & L**

Forward-thinking entrepreneur, attorney, and business consultant with a proven track record of identifying promising business opportunities and developing good ideas into solid ventures. Documented success in growing struggling ventures into thriving, revenue generating operations. Exceptional ability to build effective relationships with internal stakeholders, community partners, clients, and service providers. Known for identifying critical roadblocks and barriers to success and then implement consistent improvements to achieve ideal performance and efficiency.

- Turned around a struggling business to achieve a 200% increase in annual sales.
- Provided leadership addressing legal and regulatory compliance within complex governmental structures.
- Earned numerous accolades for the development of professional development and training programs.
- Implemented process improvements to drive efficiency and productivity.
- Identified innovative new business opportunities and created operational foundations to drive growth.

Education: Juris Doctor (JD) from the University of Detroit Mercy School of Law; Bachelor of Science in Political Science and Government from The University of Kansas.

CAREER HIGHLIGHTS

Turned around struggling business to achieve positive cash flow and revenue growth. Complex nature of business posed many challenges resulting in five consecutive years of losses. Leveraged extensive regulatory compliance knowledge and expertise in risk management and ethics to implement sound administrative and financial practices. Reversed downward spiral while achieving 200% sales growth and projected \$1M in gross revenues.

Leveraged unique product offerings to drive revenue. Identified innovative drug and treatment therapies not commonly offered in traditional medical clinics including intravenous vitamins, hormones and underutilized lab tests. Positioned clinic as a leader in alternative therapies with projected revenues of \$1M in first year.

Reduced administrative backlog. SSA was burdened with a backlog of disability cases, passed new regulations allowing senior attorneys to serve as adjudicators. Completed a competitive application processes and was selected as one of the first attorney adjudicators tasked with accurately and efficiently resolving cases with benefits up to \$483M. Recorded decision on more than 500 cases involving complex negotiations with attorneys.

Streamlined decision-making protocols. Asked to spearhead the creation of protocols for dealing with new childhood disability laws. Identified and contrasted new laws with previous regulations that applied adult laws to children. Created decision templates that were adopted as legally compliant application to child disability cases.

Tackled complex issues to guide future organizational decision making. Upon direction to develop extensive discovery and case preparation for litigation hearings and other action surrounding legal compliance issues, formulated complex legal reports and templates for 5,700 decisions within legally complex, high-dollar cases that ultimately saved \$2.7B in payouts. Earned the esteemed Associate Commissioner Citation.

CAREER HISTORY

Independent Business Consultant, 2018 to Present. Guide the development and execution of strategic and tactical plans for startup and entrepreneurial healthcare ventures.

Chief Operating Officer / Managing Partner, Get Well Clinic, 2015 to 2018. Directed the day-to-day, operational activities including marketing, staffing, and financial management for an alternative medical practice.

Business Manager / Founder, Advanced Allergy & Wellness Solutions, 2011 to 2015. Managed business and legal strategy, including implementation of policies and programs to increase revenues, oversight of leases and contracts, and facilitation of hiring and performance management.

Senior Attorney / Adjudicator, Social Security Administration, 1997 to 2016. Litigated a variety of disability related cases. Resolved case backlogs, developed standard protocols, and conducted attorney training.

VOLUNTEER / CHARITABLE OUTREACH

Co-Founder, To The Streets. Conducted fundraising and program management services for a non-profit dedicated to preparing and delivering home-cooked meals to the homeless, first responders, and regional disaster victims.