

Mrs. Laverne Dorothea Welch

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727-656-8130 (Daytime)
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727-656-8130 (Mobile)

Work Experience and Qualifications

Independent Insurance Agent

September 2006-Present

Sonnenberg Insurance Services, Inc.
Largo, FL, USA
TOP SALES PERSON IN THE ORGANIZATION

Consultant

September 1998-July 2005

Gagetown Nursing Homes, Ltd.
Gagetown, New Brunswick, Canada
Available to Advise the New Owners Whenever Necessary on the Management of All Areas of
Gagetown Nursing Homes, Ltd.

Sales Representative

September 1998-March 2002

C.A.M. Services
Gagetown, New Brunswick, Canada
Sold "Medic Aid" Emergency Response Systems and Medication Systems to Individuals and
Nursing Homes, etc.

Geriatric Restorative Care Nurse

March 2000-June 2001

Oromocto Public Hospital
Oromocto, New Brunswick, Canada
Worked Twelve Hour Shifts, Five Plus Days a Week, as a Geriatric Nurse to Improve My Acute
Care Skills

Owner/Operator

June 1996-September 1998

Home Health Care Services
Gagetown, New Brunswick, Canada
Offered Meals on Wheels, Home Care, Transportation Etc. to the Residents of the Community

Owner/Operator/Admin/DON

March 1973-September 1998

Gagetown Nursing Homes Ltd.
Gagetown, New Brunswick, Canada

- A 38 Bed Facility
- Fully Accredited by the Canadian Council on Long-Term Care 1982-1998
- 1986 No Non-Compliance to Provincial Standards of which 63 Nursing Homes Inspected, 2
No Non-Compliance
- Geriatric Aide Program, From Which Provincial Government Program Took It's Roots
- Outreach Program to the Community, Meals on Wheels with Rotary, Home Support, Etc.
- First Nursing Home to Implement Gastrostomy Feedings

Owner/Operator May 1976-June 1986
Steamer's Stop Inn
Gagetown, New Brunswick, Canada
Operated on a Seasonal Basis (May thru October),
Written Up in the Los Angeles Times, "Where to Eat in Canada", and Many Other Books and
Articles on Tourism in the Province of New Brunswick, Canada

Owner/Operator May 1977-October 1981
Craft Loft
Gagetown, New Brunswick, Canada
Offered an Opportunity for Local Folks to Display and Sell Their Crafts in a Visible Location

Owner/Operator May 1977-November 1981
Lazy Clam Fast Food Take Out and Ice Cream Parlor
Gagetown, New Brunswick, Canada
Seasonally Offered Fast Food, Ice Cream, General Videos to Local Children, Boating and Rubber Traffic

O.R. Nurse January 1970 to January 1973
Saint John General Hospital
Saint John, New Brunswick, Canada

ER Nurse September 1969-January 1970
Saint John General Hospital
Saint John, New Brunswick, Canada

Education History and Skills

Central School of Insurance September 2006
St. Petersburg, FL, USA

Bert Rogers Schools of Real Estate September 2004
St. Petersburg, FL, USA

Canadian Council on Long Term Care September 1981-September 1982
Nursing Unit Administration Course
Ottawa, Ontario, Canada

Saint John General Hospital School of Nursing September 1966-August 1969
Saint John, New Brunswick, Canada

Saint John High School September 1962-June 1966
Saint John, New Brunswick, Canada

Skills

Healthcare

Registered Nurse

Teaching, Counseling, Food and Nutrition, Health Care Administration, Human Resources, Health Care Strategy, Nursing Home Operations, Physical Therapy, Safety and Security, Social Services, Support Services

Sales and Marketing

Branding & Marketing, Inside and Outside Sales

Customer Service

Public Relations and Problem Resolution

Human Resources

Employee Relations, Recruitment, Training and Development

Catering and Hospitality

Banquet, Catering, Culinary, Inn Management, Housekeeping, Kitchen Staff, Receptionist, Restaurant Manager, Room Service, Waiting/Bar Staff

Education

Taught Geriatric Aide Course and Home Care Support

General Insurance

Insurance Sales

Volunteer Experience

Governor General of Canada's Medal for Volunteerism

Additional Information

Reliable, High-Energy Team Player

Ability to Accept Constructive Criticism and Guidance When Required