

# MIKKI WHITE



## Education

H. B.Sc. Geology /1986/  
Lakehead University

Certificate of Computer Studies  
/1990/ Seneca College

## Certifications

Laubach Teaching Certificate  
Scouts Canada:  
Pack Part I, II  
Service Team Part I, II  
Trainer Development I  
Wilderness Level 3

Cisco CSE  
Cisco Wireless LAN  
Novell Education CNE  
Presentation Skills

## Years of Experience

Non-Profit Youth Leader: 15  
Youth Instructor: 18  
Technology Trainer: 14  
Technology Engineer: 16  
Tutor: 9

## Affiliations

Scouts Canada: 18 years  
Alliston District Chamber of  
Commerce: 2 year  
OACEA: 2 years  
Literacy Council of South  
Simcoe: 2 year

Mikki White comes into this venture with over 15 years of expertise in project management, consulting, sales support and technical needs analysis. This, coupled with over 16 years of Scouts Canada involvement, attests to her flair for strategic and logical approach to any situation. She is a visionary, able to quickly conceptualize complex ideas, and bring them successfully to fruition. The gift of being able to communicate intricate concepts in a way that even the most multifaceted ideas seem simple, has won the hearts of many, both young and old.

Being actively involved in the community and with troubled young people, as well as taking in the occasional street teen, Ms. White has enthusiastically chosen to take her business proficiency to the street and to focus on reaching out to those who need the help the most; our next generation.

Her ability to recognize her own weaknesses is strength in itself. Being one who forges ahead, and impatient with routine, this school thrives on versatility, innovative programming, and independent learning. By utilizing a staff of facilitators, a youth counselor on staff and social workers as volunteers from the community, neither the education nor nurturing needs of each and every youth will be overlooked.

With the vision of an unconventional approach to education, she combines her determination, sense of adventure and quick wit to ensure the success of **Above & Beyond**.

## Scouts Canada:

Ms. White has had various roles in Scouts Canada, as both Assistant and Contact Leader for Beavers (ages 5-7), Cubs (ages 8-10) and Scouts (ages 11 to 14). Concurrent to this Ms. White acted in Council as Service Team for 8 years and finally accepted the responsibility of Area Commissioner (ADC) for Pack (Cubs) for South Lake Simcoe.

As a Section Leader, Ms. White successfully coordinated and ran weekly meetings, instructed the youth at meetings, camps and outside events with fun, exciting and educational activities incorporating programme elements that were required for the youth to earn badges and awards.

As Service Team, she encouraged and mentored other leaders, visiting their youth meetings. Often the invitation came to teach the youth specialty subjects, and act as counsel as issues arose within the group that needed intervention.

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## Job History

Pre-Sales Engineer, Contract  
Girit Projects, Richmond Hill  
03/04-09/04

Sales /Marketing  
Metroland Publications,  
Alliston, ON  
11/02-03/04

Consultant / Project Manager  
Wood Engineering Consultants  
02/01-11-02

Post Sales / Project Manager  
Wysdom Inc. Markham, ON  
03/00-02/01

Pre-Sales Engineer  
BMC Software Inc. Miss. ON  
03/99-03/00

Pre-Sales Engineer  
Compuware, Farmington H, Mi  
1996-1999

Field Support / Sales  
Acer America Etobicoke, ON  
1994-1996

As Area Commissioner, she organized staffed and supervised camps, special events, and a monthly leader meeting for 41 cub packs. Ms. White was also part of several training teams for Leader instruction certification.

As a member of Scouting, she was constantly mentoring youth and other adults, both within and outside the programme. As a positive influence and trusted role model in the community, it was easy to recruit volunteers and build leadership teams for special events.

## Technology:

Ms. White has taken several courses and seminars relating to management and sales; Closing the Sale, Presentation Skills, Project and Budgetary Management, The Power of the Close, Leadership in the Corporate World, Management Styles, Train the Trainer, Preventing a Hostile Work Environment and Human Resource Management.

A generous portion of time as an Engineer was allotted to developing and delivering technical and sales training courses and seminars to both fellow engineers and corporate clients on-site all over North America. Class sizes ranged from 10 to 250 adults at various skill levels. Successful clients included CN Rail, North West Airlines, Standard Life, Manulife Assurance, Alcan Aluminum, QuebecTel, Department of National Defense Ottawa, Ontario Hydro, Enbridge Consumers Gas, Royal Bank of Canada, Scotia Bank, Summit Bank New York, Osh Kosh, Wisconsin. Thus she brings the expertise of presenting and delivering both course material, to sell others on the idea of an alternative education and to negotiate a win-win agreement for each and every student and business partner.