

Scott Prentice

4882 Tivoli Avenue
Sarasota, FL 34235
605-580-5496
ScottLPrentice@gmail.com



Dear Sirs:

As you will see from the enclosed resume, I'm a highly experienced professional with several successful years in media, marketing and business and real estate development. My resume shows that I have been consistently rewarded for hard work and increased responsibilities. These rewards are a direct result of my expertise and my commitment to personal and professional excellence, a good attitude and attention to detail. My core values are driven by developing relationships based on integrity, honesty and hard work. I truly believe I would be an excellent candidate for the position of Director of Sales and Marketing. I have extensive background in online lead generation, website development and SEO. I'm also a non-smoker with an excellent background history.

If you have questions, or if you want to schedule an interview, please contact me at **605-580-5496**. I look forward to meeting you to further discuss employment opportunities.

Sincerely,



Scott L. Prentice

Scott Leland Prentice

4882 Tivoli Ave – Sarasota – FL 34235 - 605-580-5496 - ScottLPrentice@gmail.com
ScottPrentice.com

Nationally known Artist - Seeking a position as Business Director/Manager. A trusted professional with a proven history of corporate management, marketing and sales. A motivated self-starter that focuses on attention to detail with a high level of customer service and human relations with an extensive background in online SEO, WordPress, social media, lead generation, news syndication and web and email lead generation campaigns/design.

Experience

2014 – Present – **BioChecked™** – Executive Director- National and International Environmental Health and Food Safety Company.

- Developed National Website, brand and all online/print marketing.
- Setup and est. all social media, SEO and print.
- Developed national and international marketing campaigns for Non GMO, Non Glyphosate industries and trained regional team members.
- Developed Company Policy/Standards

2004 –2014 - **Territory Media** – Executive Director/Marketing Director – An online and print/video media promotions-based company for upper Midwest. Client base; travel and tourism, healthcare, retail, real estate and corporate. Based out of Black Hills of South Dakota. Offering focused online/print marketing to include SEO, Web design, social media, WordPress, Video, Vlogging/Blogging, Podcasting and all print media and sign design.

- Developed Cold Fusion CM Dynamic News & Community Portal & Business Directory (Achieved million pageviews monthly).
- Developed 1st News site in world to embed Audio/Video news syndication with text.
- News site was ranked in the top 2% of all news sites online in the world in 2nd year (2005-2006).
- Developed first Audio/Video/Text Blog in nation with news syndication.
- AV/Photography – and Drone based Video
- Website Host, Design, Search Engine Optimization, News and PR Syndication
- Assisted/Consulted with hundreds of businesses on Design, Implementation, Business Strategies, Products, Package and Product, Package and Business Launches.

1995 - 2004 - **Majestic Glass & Sign** – Manager/Design/Artist- Lead, SD Established a sign shop that specialized in custom work and art glass throughout the entire Midwest.

- Develop corporate image and marketing plans.
- Sign design manufacture and installation
- Sales and Marketing, Design, Web development.
- **Highlight - Created the award winning 20' x 40' glass mural "The Stand" at Mount Rushmore National Memorial. (1996)** (Add'l Clients included: Vice President of the United States, Miss South Dakota.)

1991 – 1995 - **Concorde Gaming** (CGAM), Rapid City, SD - General Manager, Senior Vice President - Overseen the operations and marketing across the state of South Dakota and Louisiana to increase gaming/casino revenue.

- New development team leader – Implemented management level protocols to take company to public stock offer.
- Technical Director on location gaming devices (Certified on all)
- Personally, responsible for over \$4 million in inventory and assets
- Redesigned state route into regional profit centers which lowered operating costs and raised net income substantially.
- New customer development
- Developed the new corporate image plan to take the company public
- Designed and developed an EPA approved gold refinery in city limits. (i.e. Browning Resources, Inc.)
- Design team leader on several Indian and riverboat gaming casinos.

1983 – 1991 - **Prentice Real Estate and Builders Ltd.**, Rapid City, SD - General Manager/Broker/Designer
Established and consolidated a real estate company and general construction company under one business. The two companies worked in conjunction to design and build and sell moderate income and custom homes and sell existing homes and businesses.

- Designed and built over 40 new custom homes. Designed and remodeled numerous homes and businesses.
- Managed as many as 9 licensed agents and sales staff in two states.
- Marketing for both companies in Print/Radio

1979 – 1983 - **United States Army** - 1983 Sergeant (NCOIC) Noncommissioned Officer in Charge of Staff Engineers / Draftsman (Battalion Level), Combat development Experimentation Command, Ft. Hunter Liggett, CA

- Directly responsible for all vertical/horizontal construction, construction safety, survey section, design and drafting department and prefabrication.
 - Chief Drafting/Design Non Commissioned Officer
 - Project NCOIC, Vertical Inspector for Engineer Company
 - NCOIC of US Army Color Guard
 - Fire Safety Inspector
 - Honorable Discharge U.S. Army (6 Years)
-

Graduate

Wessington High School; Wessington, South Dakota

Ft. Belvoir, VA (DMS) Drafting School for Architecture

Noncommissioned Officers Academy, Monterey California

Dale Carnegie Sales Course

Dale Carnegie Management Course

Dale Carnegie Human Relations Course

Ken Janda School of Real Estate, Sales Course

Ken Janda School of Real Estate, Brokers I and Brokers II

8000 hour Architectural Apprenticeship (Level 6 Graduate) - Registered with the U.S. Dept. of Labor-
Bachelor's Degree



August 25, 1994

To whom it may concern

This letter is written to formally acquaint you with an outstanding individual, Mr. Scott Prentice, formerly Executive Vice President and General Manager of Concorde Gaming of South Dakota, Inc..

Mr. Prentice has been a key individual to our success during his tenure with this company. Mr. Prentice brought valuable insight, skill, and knowledge to our team. He is a man of exceptional analytical skills to develop higher gross revenues. His management style is innovative and motivational. Additionally, when you need something done, you can count on Mr. Prentice to: Plan, Execute and Deliver.

Mr. Prentice has worked on many projects with our company to numerous to mention. I can say though, you don't need to give him direction. He is very capable of taking on any project you give him, knowing he will succeed. His insights to gaming and business are very straight forward and backed by his proven track record of success.

I personally believe that Mr. Prentice has the capabilities, motivation, and experience to assume any position for which he might apply. If I can assist him in anyway, please do not hesitate to call upon me.

Sincerely,

Michael C. Powers
President
Concorde Gaming of South Dakota, Inc.



DEPARTMENT OF THE ARMY

THIS IS TO CERTIFY THAT THE SECRETARY OF THE ARMY HAS AWARDED

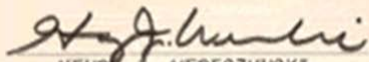
THE ARMY COMMENDATION MEDAL

TO

SPECIALIST FOUR SCOTT L. PRENTICE

FOR EXCEPTIONALLY MERITORIOUS SERVICE DURING THE PERIOD 13 FEBRUARY 1980 TO 7 MAY 1983 AS NONCOMMISSIONED OFFICER IN CHARGE, STAFF ENGINEER OFFICE, EXPERIMENTATION SUPPORT COMMAND, UNITED STATES ARMY COMBAT DEVELOPMENTS EXPERIMENTATION COMMAND, FORT ORD, CALIFORNIA. SPECIALIST PRENTICE RENDERED OUTSTANDING SERVICE IN COORDINATING ENGINEER SUPPORT FOR EXPERIMENTATION WHILE SERVING IN AN E7 CONSTRUCTION SUPERVISOR POSITION. THROUGH HIS DEMONSTRATED INITIATIVE AND DEVOTION TO DUTY, SPECIALIST PRENTICE OVERCAME HIS LACK OF EXPERIENCE AND TRAINING TO PERFORM ALL ASSIGNED DUTIES IN AN OUTSTANDING MANNER. SPECIALIST PRENTICE EXEMPLIFIES THE QUALITIES OF A PROFESSIONAL SOLDIER. HIS OUTSTANDING PERFORMANCE OF DUTY REFLECTS GREAT CREDIT UPON HIMSELF, THIS COMMAND, AND THE UNITED STATES ARMY.

GIVEN UNDER MY HAND IN THE CITY OF WASHINGTON
THIS TWENTIETH DAY OF APRIL 1983


HENRY J. WERESZYNSKI
Colonel, Infantry
Commander of Troops




JOHN M. MARSHALL, JR.
SECRETARY OF THE ARMY