



Nancy Stenger Joseph

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- **WELL KNOWN BUSINESS OWNER** from COASTAL DELAWARE
- **600+ BUSINESS CONTACTS**
- **CIRCLE OF INFLUENCE** in VARIED DEMOGRAPHIC GROUPS
- **LICENSED DELAWARE REALTOR®**

Seeks challenging, new position in Real Estate

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Business & Personal References Upon Request.

2002 — 2012 Owner/publisher of two highly successful guides with companion websites. *Best Places In Town* (a comprehensive DE Beach guide that has promoted locally-owned, independent businesses) and *Delaware Beach Weddings* (a complete resource-guide for people planning weddings & events). Managed a rotating staff of independent contractors. Noteworthy accomplishments as publisher:

- Purchased *Best Places In Town*— growing it from 48 to 128 pages in less than 5 years.
- Conceived & developed *Delaware Beach Weddings*— building it from concept to 72 pages in less than 2 years.
- Grew business revenue more than 400% in six years.
- Personally lobbied, championed and marketed the slogans “*Think Local First*” & “*Shop Local, Buy Local, Be Local*”.
- Recipient: *Governor’s Tourism Award* (’07), *Good Neighbor in Business Award* (’05), and *Good Samaritan Award* (’03).
- Nominee *Southern Delaware Tourism Award* (’06).

1994-2002 Consistently sold & designed award-winning print ad campaigns for Southern DE’s premier newspaper, *Cape Gazette*. Winner numerous MDDC Press Association design awards. Scheduled sales and cold calls. Partnered with scores of business owners, helping them grow their businesses, thereby building and sustaining strong, long-term relationships with many of them. Proud to have been nominated and elected by my advertising clients to represent them for 6 years as Board Member of Lewes Chamber of Commerce.

1990-present Studio assistant, business manager and personal advisor for award-winning, internationally-known songwriter. Duties have included: bookkeeping; scheduling; correspondence; entertaining out-of-town guests including well-known artists; and in-studio singing background vocals, jingles, voice-overs, co-writing and co-producing projects (Co-produced the song “Punkin Chunkin”). Compiled, edited and co-published a book of poetry, the life’s work of poet Stanley Betts, an elderly nursing home resident from Cambridge, MD).

1996-2006 Part-time professional clown (O’Lucky of the duo “Happy Go Lucky”). Entertained thousands at stage shows, benefits, fundraisers parades and other events in DE, NJ, MD, WV and PA. Featured performers on Cape May-Lewes Ferry Family Fun Cruises & at the 2000 Republican National Convention. Caring clown visits to hospitals and nursing homes. Mbr. Int’l Brotherhood of Magicians and Clowns of America International.

1995-1999 Delaware Human Relations Commissioner (appointed by Gov. Tom Carper). As member of the PR committee, oversaw design of the commission’s logo and co-produced a series of radio spots honoring Martin Luther King, Jr. Participated in several on-site tours of substandard housing in Sussex County with subsequent discussion groups and public hearings.

1994-1996 As the “Besche Girl”, developed & appeared on-camera in a series of long-running, successful local TV campaigns for Besche Furniture (“*There’s good, there’s better, and then there’s Besche*”; “*When you’re looking for comfort, look for Besche*”).

1986-1994 Taught disabled children and teens while pursuing degree in education/psychology. PTA Pres. Youth basketball coach.

1973-1986 Daycare owner/operator. Substitute teacher. Boutique manager. Bookkeeper (Plumbing Co.). Retail sales (Art supplies, fine art & gifts). Part-time singer/guitarist.

Strengths: Resourceful, industrious, reputable. Organized self-starter. Intelligent and perceptive. Creative, abstract thinker who interacts well with all ages, levels & backgrounds. Engaging, affable, disarming and persuasive. Good listener: People like to tell me things. Resolute researcher: Love gleaning data from varied sources, analyzing it and putting it in relevant, useful context.

Skills: Excellent writer, communicator, public speaker, networker, problem solver. Skilled public or private influencer.

Software: MS Word/Excel/PowerPoint, Photoshop, Quark, QuickBooks, Adobe Acrobat. MAC literate. PC proficient.

Education: Cape Henlopen HS; DE Tech; U of DE; Wilmington Univ.; Real Estate Sales Course. Various continuing ed. courses.

Leisure: Sing, play guitar, hiking/biking, organic gardening and cooking for family & friends, dining out, traveling, reading.

Service: Past Chamber Board Director; DE Human Relations Commissioner, Current active civic volunteer; City Council Candidate. Praise song & Bible-study leader; entertainer at local events. Entrepreneurship Advisory Board at DE Tech College.

Member: Bethany-Fenwick, Rehoboth-Dewey Lewes & Milton Chambers of Commerce; Bethel United Methodist Church; Lewes Historical Society. Cape Henlopen Women’s Honor Society (co-founder). Lewes “Pot Luck Singers”.