



Diane Dalton Warren

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Bounce is a consulting firm dedicated to the “science and art” of bouncing. Diane bounces in supporting leaders and their teams, always organizing SUCCESSES with never-ending deliverables. **The science of bounce is maximizing strategy, creativity and intel for a high-spirited, proactive engagement. The art of bouncing involves bringing an intense, relentless and dynamic attitude for everyone to benefit from the best ideas and innovative thinking.** An external viewpoint, established by posing incisive questions can leverage internal knowledge to its fullest potential. Diane’s energy is contagious making the process productive and genuinely enjoyable.

BOUNCE BUSINESS CLIENT PROJECTS:

- ✓ **StrengthsFinder’s facilitator**- providing a practical understanding, delivering useful, actionable integration and a platform and group-wide lexicon for communication
- ✓ Activated **TRANSITIONS**: succession, new hires, acquisitions, mergers, staff buy-outs, etc.
- ✓ Led **corporate communications** strategy: internal, marketing, PR, GA, branding, inclusion and crisis management
- ✓ Identified **AI strategies** around sales, government affairs, crisis management with implementation
- ✓ Built **portals/ intranets** guarantying actionable **best practices with actionable content to drive revenue** (Clear Channel / iHM intranet/ 49,000 employees with actionable portal and content from 1999-2009 and still in use today)
- ✓ **Brokered hundreds of** media assets/ towers/ real estate -assisted minority/women **buyers – assisted buyers with the development of business plans** to include in the bid
- ✓ **Launched corporate brands**; largest in 62 countries , always aligning **corporate messaging for consistency**
- ✓ Launched and ran a **trade association for new tech** (automotive/media)
- ✓ Maximized non-traditional revenue streams to **kick off tech projects / entrepreneurships and book sales**
- ✓ Built **new business development** and sales strategy and sales ----**ALWAYS finding the money**
- ✓ Participated in hundreds of **acquisitions and the following operationalizing integration**
- ✓ Created and deployed national, regional and local **prospecting/ sales methodology (from media to law firms)**
- ✓ **Ideated and activated corporate strategy and change management**
- ✓ Implementation of **corporate board and investor relations** projects
- ✓ Established **public company GA team** to impact **legislation and regulation**, continues to consult decades later
- ✓ Identified and employed corporate **government affairs solutions** (local, state and federal)
- ✓ **Produced** corporate events and conferences, including corporate stores for branding and company pride
- ✓ **Supported set up of Family Office Foundation** – including hiring and planning – **creating a legacy story**
- ✓ Supported impact of **regulation and compliance** strategies
- ✓ Empowered executives with **coaching, assessing and supports to meet their goals**
- ✓ **Championing private/ public/ community partnerships** for economic development and community success
- ✓ **Implementation of MBE certification** to help public sector business clients to win contracts
- ✓ **Sold strategy to MCO healthcare** for affordable housing - **delivering better healthcare, saved MCO’s costs**
- ✓ Collaborated to **secure and produce evidence-based research proving healthcare outcomes**
- ✓ Personally **helped build family business, built and sold one business**, currently solo bouncer

BOUNCE NONPROFIT CLIENT PROJECTS:

- ✓ Lead consultant five-year private/public project from **funding to opening** Tobin Center for Performing Arts
- ✓ Supported AF-4 Star CEO from strategy, **construction to opening** Lone Star Flight Museum
- ✓ Charles Butt Foundation **hired to convene** private sector donors during COVID, **plan for closing digital divide -ran operations, managed ED searches, managed staff and board for 4+ years**
- ✓ UT Health SA School of Nursing: **Re-imagine** clinics, identified **evergreen Mobile Unit sponsor**, development of strategy and **implementation of Naloxone** programming (MoreNarcenPlease.com), **Casa Mia operations**
- ✓ Learned to maximize enriched resident services in affordable housing, participate in operational planning
- ✓ Leveraged **Healthcare MCO partners** with affordable housing client for over 10years, \$M in grant revenue
- ✓ Collaborated to **secure and produce evidence-based research proving healthcare outcomes**
- ✓ Assisted Endeavors largest nonprofit in San Antonio with **strategic plan** passed by BOD during COVID / on ZOOM
- ✓ **Produced** numerous grand openings, galas, luncheons, etc. to **drive missions and revenue**
- ✓ **Secured** first Girl Scout **Bullying badge with Health care sponsor** – dots connected, significant spend
- ✓ Supported many nonprofits as consultant providing **coaching, marketing, branding, PR, interactive initiatives, operational adjustments, etc.**
- ✓ **Facilitated SF** with various leadership teams, Goodwill: maximize a new team
- ✓ **Served** with personal gifts and treasures on **BODs for nonprofits (see below) and learned so much**

SPECIALTIES/ CERTIFICATIONS

- **Kellogg Northwestern** – Executive Education – Certification for Public and Private **Board Service**
- Certified as **Gallup's Strength Finders** Coach, used SF for over 30 years
- USF University **Certification in Equity, Diversity and Inclusion** Activation
- Numerous certifications in **Sales, Management, Marketing and Leadership**
- Certified Association Executive (**ASAE**)
- Certified **Washington School of Protocol** (able to apply Etiquette and International Protocol to life)
- **Masters Leadership Program** and Board Training (San Antonio, TX – Class 11)
- Written numerous articles, participated on countless panels, speaking engagements, etc.
- Member/ collaborator / leader with **industry business-related professional organizations**
- Certified **SCTRCA** (South Texas Regional Certification Agency) Women Owned Business
- Undergrad BS- **University of Maryland, College Park** – Business and Fashion Design

NONPROFIT BOARD OF DIRECTOR EXPERIENCE

(Current, new) First Tee of San Antonio (Strategy committee, Volunteer for 7-9yr golfers, Coaching Committee)

(Current, 8 years) ThriveWell Cancer Foundation (Board President, Branding Committee Chair)

(Current, new) Faith & Politics Institute - National org to find center/agreement (Presenter on Difficult Conversations)

(Current, new) Foundation Essence Preparatory Charter Public School on San Antonio East Side (Member)

(Completed, 8 years) Phil Hardberger Park Conservancy (Chair, Education Committee)

(Completed, 5 years) Mays Family Cancer Center @ UT @ SA/ MD Anderson Advisory Board

(Completed, 7 years) San Antonio Lighthouse for the Blind and Visually Impaired (Executive and CEO Search)

(Completed, 5 years) Alamo Area Council of The Boy Scouts

(Completed, 3 years) Greater San Antonio Chamber of Commerce (served for 3 Chairs as small business board rep)

(Completed, 5 years) San Antonio NBA Spurs Foundation/ Team UP Challenge

(Various) Served on PTAs, Home Owners and Community Organizations in each of the of 7 resident cities