

# PARTNERING FACILITATOR PROFILE

Consultant Name: **Bruce 'Zen' Benefiel**

Company Name: **Employee Involvement Systems, Inc  
Be The Dream, LLC**

**KEY STRENGTHS:**

30 years experience across the aerospace, education, special event and transportation industries, facilitating hundreds of partnering processes for companies, projects, organizations and teams.



**TYPES OF KEY EXPERIENCES:**

Partnering Consultant for road and bridge construction projects in Arizona  
Trained in the "Introduction to Partnering" and "Making Partnering Work in the Field"  
Trained and Using DISC communication and problem solving preferences  
Over 10 Years teaching Secondary and Post Secondary adult learners  
Workshop Leader for hundreds of education/self-development programs  
Event Coordinator for large public events (250,000+ patrons)

**FACILITATOR'S PREFERRED SERVICES:**

Construction and other types of partnering workshops  
Organizational development coaching/consulting  
Project and/or Strategic Planning facilitations

**REFERENCES FOR CONTACT:**

James Young, ADOT Partnering Director (602) 712-7556  
Stephen O. Clarke, President, Employee Involvement Systems (480) 946-5390  
Berwyn Wilbrink, Design Manager, Jacobs Engineering (480) 763-8609

**OPTIONAL QUESTIONS:**

How many years of Partnering Experience? **15+ Years**

What is your educational background?

**Master of Business Administration – Project Management**  
**Master of Arts Degree in Organizational Management**  
**Bachelor's Degree in Business Administration; Minor in Finance**  
**Secondary and Post Secondary Teacher Certification**  
**Certified Life Coach – member of International Association of Coaches**  
**DISC administrator and distributor**

**Relevant Background and Experience to follow.**

# PARTNERING FACILITATOR PROFILE

Consultant Name: **Zen Benefiel**

## Relevant Background, Experience and Recommendations

*From Dudley Lynch, President - Brain Technologies, Inc.:*

### Top qualities: Personable, High Integrity, Creative

"I consider Zen to be one of those superlative examples of what the human brain can store and serve up in unique and appealing ways at will on most any occasion or assignment. To say his range of knowledge and interests are "eclectic" is engaging in understatement. And this is what makes his services as a "possibilities coagulator" for his clients so valuable and exciting. Smart fellow! Great ally!" *February 22, 2009*

In the early 80s he catapulted a health foods company's success with a **45% increase in market penetration** throughout a 13-state territory, a \$500,000+ increase in revenue.

In the mid 80s he facilitated \$7 million per month in commercial aircraft spare parts, and then a **20% reduction in delinquent military spares shipments**, as an aerospace production control coordinator through aligning interdepartmental information flow. In the process, he initiated interpersonal skills development when it was not popular.

Zen also worked with tribal representatives to help facilitate the development of the Steele Indian School Park, learning the reality and value of 'all our relations' being connected. An interview with the co-chair of the Phoenix Indian School Preservation Coalition sparked his involvement.

*...offers fresh ideas, creative problem solving techniques... exercises leadership when necessary to accomplish group goals... substantial contributions toward success.*

Dr. Charles Wiley, Faculty Member, University of Phoenix

*...good in the environment of working with groups of people, speaking to groups and organizing projects, especially when acting as a mediator or negotiator.*

Robert Puryear, Systems Analyst, AMEX

*...has shown interpersonal skills that allow him to work effectively in potentially hostile situations with patience and poise ...resourceful...good communicator and team player .*

Martin Stone, Training and Development, JTPA, City of Phoenix

# PARTNERING FACILITATOR PROFILE

## BIOGRAPHICAL INFORMATION

### Bruce 'Zen' Benefiel

- Principal and owner for 20 years of Be The Dream, now partnering with Employee Involvement Systems and specializing in project management, organizational development and partnering, strategic planning consulting, customer service and motivational speaking.
- Master of Business Administration degree in Project Management
- Master of Arts degree in Organizational Management
- B.S. degree in Business Administration, minor in Finance
- Certified Life Coach from Southwest Institute of Healing Arts
- Over twenty years experience across aerospace, education, special event and transportation industries facilitating partnering for projects, organizations and teams.
- Over 10 years as a college instructor, including elements of small business development and writing business plans.

### HIGHLIGHTS

- Conducts Partnering workshops for public and private sector organizations in the southwestern United States.
- Conducts management and organizational training focusing on communication, employee involvement, partnerships, motivation, customer service, and leadership.
- Facilitated small to large groups as event logistics coordinator/manager with patronage of 5,000 to 250,000)
- Producer/host of television series focused on personal/professional development interviews with celebrities and professionals.
- Participated in proposal writing and presentation to the City of Phoenix Mayor and Council and winning support regarding Native American desires for multi-use development of Phoenix Indian School Park grounds.
- Published in Extend Multicultural Magazine, Arizona Good Life News and at HolisticLocal.net and SpectrumAcademy.org.

### PROFESSIONAL MEMBERSHIPS

- \* University of Phoenix Alumni
- \* American Counseling Association
- \* Target Training International

- \* Holistic Local Network
- \* International Association of Coaches
- \* Linked In      \*Ki-work      \*ByRegion

### CONTACT INFORMATION

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