



**Pickleball Canada 2023 Annual General Meeting
June 28, 2022
Election of Directors - Nominee Information Package**

Nominee Name: Nancy Milton

Nominee Letter of Intent:

My name is Nancy Milton. I've been a People Leader my full career – starting from recruiting, training and completing performance reviews with my summer teams at the age of 15. Coaching and communication is as natural to me as running. And like an elite runner, I've done a lot of work to develop my natural skills into WOW strengths. This is the gal in front of you today.

There are components of the Pickleball Canada role that is exactly what clients come to me for, every day. My top five (Clifton) strengths are empathy, positivity, individualization, activator and WOO – a combination that I both own and know how to best utilize with various audience sizes to best get results while connecting, engaging and developing partnerships. I've held the role of Director of Learning & Development, ran National Sales teams and in the last 15 years have been facilitating and coaching other leaders and employees to be better coaches and communicators. Imagine what this skill set would bring to your board.

In your shoes what would I want to know:

- My business has grown through warm lead referral. The first 9.5 years of revenue was 100% generated by people saying to other organizations “you’ve got to work with Nancy!”. This has recently changed to 85/15 because of organizations and individuals finding me through Google.
- When I see a need or opportunity, I make things happen. I'll give you an example with some recent volunteer efforts:
 - In November 2019, I create The Fresh Start Project. We now have 7 chapters in Canada, over 5400 volunteer members, 11 incremental programs, helping over 240 clients
 - 11 years ago, I launched an annual neighbourhood Food Drive.
 - I am part of the year-round planning team of Jack Ride, raising money and awareness for Jack.Org, supporting Youth Mental Health.
 - Six years ago, I co-created an annual Holiday Hampers Program, creating 160-200 hampers for various Women Shelters in our community.
 - For years I have trash walked & trash-jogged.
- Three of my core values are connection, love and vulnerability. That's what I lead with. That's what you'll feel when we connect. That's what I bring to individuals, organizations, situations and results. Imagine the results my value triad, with my skill set, can make to directly impact the PBC board, as well as role modelling leading through rapid growth and change of this fantastic sport.

I play Pickleball 4-6 times a week. The game has been a wonderful gift; a combination of skill and player comradery that has added a grin to heart and a skip to my step. I'm keen to share a conversation to explore my offering, and my fit to the director role to collaborate with the board get the results we want for Pickleball Canada. Over to you!

Warmly & with gratitude
Nancy Milton CPCC, PCC, CPSA

Nominee Bio:

About Nancy

Nancy is a communication and leadership facilitator and coach, working with all levels of leaders in individual and team settings to help them understand themselves more deeply and create transformational impact in their personal and professional lives. Facilitating a non-judgmental space of profound trust, Nancy challenges clients to deepen self-awareness, build on their strengths, and explore areas for growth. She believes that when we choose to live fully, with purpose and honor in our values, we will be our full potential and create meaningful results.

Nancy has spent 25+ years elevating the potential of people and their organizations as an instructor, leader, speaker, communicator, facilitator, and coach, internationally.

Facts Organizations like to hear:

- Co-active coach, multi-accredited by the world-leader in coaching, the International Coaches Federation and the Coaches Training Institute. Multi-accredited facilitator through organizations including DDI, Langevin and CMC.
- Successfully run national, multi-level sales, training and management teams
- Was nominated Fall 2020 for WXN's Canada's Most Powerful Women: Top 100
- Currently nominated (Nov 2022) for Ontario Medal of Good Citizenship

Personal

Nancy is one of the most giving people you will meet. A couple of her community efforts include:

- The Jack.Ride for youth mental health
- Developing annual programs for her local food bank
- Raising over \$100,000 for ovarian cancer research through her Ruthie's Runners initiative.
- Co-Creator of The Fresh Start Project. The organization is now 7 chapters strong, with over 5500 volunteer members, 9 incremental programs and has supported 280 clients and families since November 2019 inception.

She is also activity focused and is in constant motion with sports like pickleball, tennis, golf, yoga, skiing, biking and kayaking. Her career and her life are driven by her values and she is committed to providing her two sons the best childhood possible while raising independent, responsible, love-life's-little-moments adults.

Nominee Resume:

LIFE PASSION

To live my strengths of leadership, coaching, facilitation, individualization and WOO to assist organizations and people to be at their maximum discretionary effort while connecting emotionally to their role and therefore increasing communication, productivity and passion for the team goal(s). *WOO reference- *Clifton Strengths*.

PROFESSIONAL EXPERIENCE

January 2008 - current – Nancy Milton Inc.

Facilitator & Leadership Coach

- Launched Coaching & Intentional Communication Facilitation business targeting enhanced employee engagement & productivity through training and performance coaching. Skill development programs (covering over 40 competencies) include Coaching, Performance Management, Relationship Building, Trust, Leadership and Communication

- Direct Corporate experience includes: Manulife, BMW, Moosehead Breweries, Roots Canada, Goodyear Canada, Slack, Brown Forman Traffic Group, Janssen, Marrin, ReWord, Varage Sale, YPO, Splitsville Entertainment Centers, Brandes Investment Partners, Farber Financial, Livewire, Trioro, Stantec, Principle Global Investments, Bond Brand Loyalty, Boston Pizza, Quest, Law Society of Ontario, Snap Financial, Craft Public Relations, Everest Management, Sun Life Financial, Ferring Inc.
- Freelance facilitation Corporate experience includes: TD, Manulife, Scotia Bank, BMO, CIBC, BlackRock, MTS Allstream, Virgin Mobile, Bell, Neopost, Canadian Western Bank Group, Aon Reed Stenhouse, Freddie Mac, Enbridge Inc, Devon Canada, IBAO, Cisco, Clorox, Rona, Davis + Henderson, Empire Life, ImageWear, Unity Life, Astra Zeneca, IA Clarington, Napoleon

Author

- **2012 & 2013** - Authored non-fictional read-and-journal book called The Happy Place, both first and second editions
- **November 2015** - Co-Authored Internationally Best Selling no-fictional book titled Your Weight Loss G-Spot

October 2003 - June 2007 - Mattel Canada (Leading Toy Manufacturer)

National Account Manager

- Represented \$14.4 million Mattel Canada “girl’s lines” portfolio to one of top three National Retailers – selling to 3 Category buyers (19% market share in Canada)
- Initial role (October 2003 to November 2004): Represented \$11 million Mattel Canada “boys line” portfolio to one of top three National Retailers – selling to 3 Category buyers (15% increase over 2003)
- Account product success – provided Toys R Us with an exclusive product offering (Yu-Gi-Oh Duel Disk) and saw a +40% increase in sales for the brand that was sustained for 9 months
- Incremental projects – agency assessment, two Hot Wheels field programs & test store installation

December 2002 - October 2003 - CIM (CONSUMER IMPACT MARKETING) (Face to Face Marketing experiences)

Group Client Manager

- Led \$2.5 million worth of tactical programs for clients including: P&G, Microsoft, Frito Lay Canada, addidas, City TV, and Union Gas
- Role involves developing incremental business within existing client base, strategic planning for department, proposal development and leading Project Managers through programs & their career development
- Sample client accomplishment: developed P&G from an individual sampling program to bridging 2 incremental programs and a second phase of the first program (approximate \$900,000 in additional business for CIM)
- Held role in both Price Maximization & Cost Optimization Committee and NRG (social events) committee

October 2002 - December 2002 - L(earn)2 (Creating Interactive Learning experiences)

Consultant & Facilitator

April 2001 - September 2002 - AUDIENCE COMMUNICATION INC. (An Invertising company)

Account Director

HALLMARK CANADA (Social Expressions Company & Retailer)

June 1999 - March 2001 – *Director of Learning & Development*

August 1998 - June 1999 – *National Sales Training Executive*

SALES AND MERCHANDISING GROUP (Field Marketing)

February 1997- August 1998 – *Client Manager – \$1million National Sales & Merch program for Mattel Canada*

January 1996 - February 1997 – *National Field Manager - Labatt & Ray Ban®*

September 1995 - January 1996 – *Regional Supervisor - Cantel Communications*

FORMAL EDUCATION

1991-94 - UNIVERSITY OF GUELPH *Bachelor of Arts Degree*

1994-95 - GEORGE BROWN COLLEGE *Promotion & Corporate Event Coordinating Certificate*

2009-10 COACHES TRAINING INSTITUTE *Co-Active Coach Certification*

OTHER ACCOMPLISHMENTS

Nov 2022 Ontario Medal for Good Citizenship: *Nominated Nov 22, awarded April 2023*

Aug 2020 Canada's Most Powerful Women: *Top 100 Nomination*

Feb 2017 The International Coaches Federation *Designated Associate Certified Coach*

Nov 2015 *International Best Selling Author, recognized by Amazon*

Jan 2012 The International Coaches Federation *Designated Professional Certified Coach*

Oct 2010 THE COACHES TRAINING INSTITUTE *Certified Professional Co-active Coach*

Oct 2001 1st Prize in Canadian International Marathon *Won car by raising the most pledges (7300 runners)*

Dec 2000 Nominated for FLARE magazine Volunteer of the Year

Oct 2000 CSP (Canadian Sales Professional Association) *Certification (through examination)*

1998-2002 ONTARIO SOCIETY OF TRAINING & DEVELOPMENT *Member*

1999-2000 RETAIL CONFERENCE OF CANADA *Represent Hallmark on Conference Board of Directors*

1998-99 LANGEVIN LEARNING SERVICES *Certified Training Director Certificate*

1998-99 LANGEVIN LEARNING SERVICES *Certified Instructional Design/ Developer Certificate*

VOLUNTEERING INITIATIVES

- **The Fresh Start Project:** www.thefreshstartprojectontario.com A co-created venture allowing volunteers within our community to help individuals and families have an easier transition from a shelter to a home by helping fill the cupboards, shelves and drawers with items to make an apartment feel more like their own place. We currently have over 5400 members, 7 chapters and have helped 280 families. (November 2019-present)
- **The Hamper Project:** Creating Hampers for Women leaving shelters and moving to their own apartments. Also create Teen Packs for their children to receive something to help in this transition (September 2019 – present)
- **Jack.org & JackRide:** Ride Committee leader and support the HR team with various skills including resume screening, recruiting, training and sponsorship (May 2018 – present)
- **The Compass – Local Foodbank:** initiatives include Winter survivor kits, Maple Syrup Holiday Heros, Christmas day hosting, Project lead for Corporate Community Sustainability projects (2009- Present)

- **Shoebox Project:** Co-ordinate annual build of Christmas gift (shoe) boxes for local women shelters. In two years, we created and distributed over 350 shoeboxes (2017-2019)
- **ORC Tennis Captain:** Ontario Racquet Club Women's B Team Tennis league Co-ordinate all practices and round robins, team communication, accounting department liaison (May 2017-September 2018)
- **YMCA Student Exchange – Parent Lead:** Through Tecumseh Public School (Mississauga, ON) I led the efforts for fundraising \$10,000.00 as well as creating the event week for my grade 8 son and his peers to participate in a First Nations Reserve exchange. (January 2018-May 2018)
- **Thanksgiving Food Drive:** Created annual neighbourhood program to promote giving forward (Sept 2009-present)
- **Lorne Park Public School: Classroom volunteer** (January 2009 –2017), Knitting Club (Nov 2013- 2015)
- **Watercolours Association:** Member of neighbourhood association for enhancing our community, running social events & dealing with security concerns (April 2004 – December 2008)
- **Neighbourhood Watch:** Organized program for the 394 homes in our community including volunteer program, safety seminars and monthly crime prevention & statistic email communication (May 2005 – December 2008)
- **Cancer Research Funds Supporter:** Independently create, promote & execute fundraising events to support Cancer Research. Over \$100,000.00 raised through 9 events to date (October 1999 – October 2003)
- **Ovarian Cancer Public Forum:** 1st ever in Canada – Speaker at Symposium (September 26, 2002)
- **Junior Achievement:** Volunteer speaker for grade 6-8 classes on various topics (annual, full day sessions)
- **Canadian Women's Foundation:** (September 2000 to March 2002) – Board Director for Prof. Breakfast Fundraiser
- **Marilyn Van Stone Foundation:** (May 2001 – July 2002) –Director

ATHLETIC INTERESTS & HOBBIES

- Beach front + water time + sunshine = My happy place
- Pickleball, tennis, kayaking, skiing, biking, running, golf, paddle boarding, yoga, football, knitting, reading
- Completed 16 Half Marathons (21.3 Km), 1 Marathon (42.6 Km) & Olympic distance duathlon