

Elyette “Elly” Maillet

USA Phone : 1 904 638 527 ~ Email : ecmaillet@gmail.com ~ Skype : perissos7

EXECUTIVE PROFILE

In Elyette Maillet, “Elly's” own words...*“It all boils down to teaching. When you market or you sell, you actually teach others about the value of a product or a service, When you mentor, you skillfully teach someone how to better achieve their goals, or how to be more successful in **their** life and or profession... Whatever it is that you do, and in any of the THIBMART Concepts and or Protocols, teaching skills and experience are a must to bring each party involved to the success level they want to reach...Thus, teaching is an art made perfect by reaching out to others”.*

Throughout her teaching career both in the French and the American systems Elyette “Elly” Maillet, developed various teaching techniques and contributed to the development of a variety of curricula that would better enable teachers to cater to culturally diverse groups of teenagers and adults, creating a positive and engaging learning experience. Her dedication to people and her ability to teach teenagers from a variety of backgrounds, from the more challenged ones to the brightest most gifted young men and women from corporate 100 America as well as her gift and passion for mentoring the more mature adults in a variety of programs and protocols have allowed her to thrive in all environments and to make lifelong memories enabling everyone of them to dream again and to achieve whatever goals they set to achieve through smart work and sound advice. She realized along the years that if your calling is in teaching and you do it with passion and with an in-depth knowledge of your product or subject matter, it doesn't matter if you teach school / college subjects or real world matters.... She actually attributes her many successes in marketing and selling and more generally in the professional arena to her adhering to this phrase coined by Theodore Roosevelt and made even more famous by John Maxwell. which became her lifelong golden motto : ***“People don't care how much you know until they know how much you care”!***

SKILL HIGHLIGHTS

Business :

- Strategic Consulting
- Diversified Cash Flow
- Strong Analytical and problem solving skills
- Dedication to the task at hand with a spirit of excellence
- Team work
- Very good communication skills
- Integrity – Trustworthiness
- Operations and Project Management
- Excellent Cross-Cultural Client Relations
- Sales and Marketing
- Credit & Income Analysis
- Account Service Excellence

Languages :

- ~ English : Fluent
- ~ French : Fluent
- ~ Spanish : Relatively fluent

PROFESSIONAL EXPERIENCE

- Elyette "Elly" Maillet started her career in the travel industry in 1975 with UTA French Airlines as a **Reservation and Sales Agent** and then moved on to working at NATIONAL AIRLINES in Paris while studying in France to become a French Literature and English Language high school teacher. Within 2 years she had moved from being a **Reservation and Ticket Agent** to **supervising a team** of three senior agents, and transitioning her office from an all manual setting to the computerized world of travel. By 1978, she was an **Assistant Station Manager** especially **in charge of VIP handling** at Paris Orly South for this now defunct American airline.
- In 1979 she moved back to her home country way Down Under.... and she became an **Independent Marketing Consultant** working with LAROUSSE PUBLISHERS. Her passion, dedication and hard work landed her the **President's Marketing and Sales Award** for her major achievement : Increasing the sales of this publisher by 50% in the areas of Education related resources and book collections. She also launched her teaching career as a **fill-in teacher** with the FRENCH DEPARTMENT OF EDUCATION .
- In early 1982, she was asked to resume her travel industry career and was hired by a newly established travel agency owner to be their NOUMEAVOYAGES **Travel Agency Manager**. There she would train a team of international agents that would meet and exceed the needs of a vast array of travelers from the corporate world to the leisure traveler to the adventurous life fan. As usual she gave her all to provide each and everyone of her clients a most unique experience that brought her repeat business and allowed her to further expand her horizon by **establishing her own Tour Operator business** : HIBISCUS TOURS in the beautiful Island of New Caledonia. She actively contributed to the tourist development of its capital city and of the country's magnificent East Coast working in tandem with a world-renowned entrepreneur, a giant of the tourist industry in Oceania, Gilbert Tong. It was indeed a magnificent experience that allowed her to work closely with all kinds of people from Australia, New Zealand, Japan, the USA, Canada and of course Europe.
- By 1984, mostly because of challenging political and family reasons but also because she sorely missed her teaching environment and mentoring teenagers, she went back to **teaching and obtained tenure as a Professor of English as a Second Language and French Literature**. Her fifteen years of **formal teaching of French Language and Literature, English (ESOL), Spanish and Latin** for the FRENCH DEPARTMENT OF EDUCATION, for EPISCOPAL HIGH SCHOOL OF JACKSONVILLE (Florida), for JACKSONVILLE UNIVERSITY or at GLAD TIDINGS CHURCH OF JACKSONVILLE for **Refugee Programs** or **Youth Mission Trips immersion courses** were always a fantastic experience regardless of the challenges each setting would bring her.
- In parallel to her teaching career, she also assisted her husband in his catering business – CHEZ JULIEN TRAITEUR -, taking charge of the **Marketing & Sales** of this young operation to a variety of businesses and government agencies, organizing venues and providing all the catering needs to the International Nautical Show, marketing and selling banquets and the yearly Christmas and New Year dinners to thousands of workers at the huge SLN Mining Company and meeting many other needs of catering for private parties and official venues. She honed her skills to provide on-site direction of meeting and catering logistics to team members responsible for event execution, implemented new initiatives, which soon led to an increase in efficiency and revenue.

Her ability to build up a reputation of knowledge, punctuality and accountability coupled with her husband's creative skills and spirit of excellence in the kitchen would make this family business # 1 in the country, competing with decades-long successfully established caterers.

- In 1994, when the opportunity arose for her husband accept a contract that would have the family move to the USA and launch on a new adventure, she resolutely accepted the challenge and adapted to the various opportunities that came her way.

- There, she immediately began a new career as a **New and Used Car Sales-Person** for Montana's RIMROCK PONTIAC – CADILLAC - GMC dealership and INCREDIBLE AUTO SALES WAREHOUSE (many times cold calling “orphan owners”, especially in the winter...) and delivering autos, SUV's and pick-up trucks -generally site unseen- throughout Montana and Wyoming. By 1996, she had earned a reputation of utmost professionalism based on her ethics, straightforwardness, and customer skills and was thus offered to spearhead the SPECIAL FINANCE department of the INCREDIBLE AUTO SALES WAREHOUSE dealership while assisting at the same time the Finance and Insurance Manager. As a **Special Finance Manager / Assistant F & I Manager**, Elyette “Elly” Maillet would soon master her qualifying inventory and the alternative finance partners that would allow credit challenged individuals to get back on the saddle and rebuild their credit. Her work habits, integrity, ethics, communication skills and empathy would very soon earn her the respect of all parties involved in the transactions and bring her customers from hundreds of miles away who very well knew that she would be the right business partner for their transaction.

- In early 1998, when her husband's professional assignments required him to move from the “Far West” to the Bible Belt and more specifically to Tennessee, she was sought by the Mortgage Broker of SOUTHERN FINANCIAL MORTGAGE in Franklin, Tennessee, to be trained by their top agent. Thus she embraced a new career as a **Mortgage Specialist** putting together loans and applying her knowledge of debt instruments to better grasp the process of a mortgage transaction all the way to the closing table. But within a few months she realized that the concept of giving loans to folks that would end up “burying themselves” and eventually losing their homes was not something she could ethically do even if she could actually purchase for herself these mortgage notes at a substantial discount as a **Certified Diversified Cash Flow Specialist**. These were the days of easy lending up to 120% loan-to-value that would hurt so many.

- So she moved on to another company IMPERIAL HOME LOANS, based in Louisville, Kentucky to become a **Regional Account Manager** for the states of Tennessee, Alabama, Georgia and Florida, offering a variety of loans to 1099-business people, working with smaller mortgage companies and Real Estate Brokers pre-qualifying their customers and making this step in the purchasing adventure a less painful journey for the buyers, the Realtors® , and the mortgage brokers alike. A much more fulfilling endeavor for her.

- When the finance company opened an auto finance subsidiary, FIRST AMERICAN ACCEPTANCE CORP., she immediately qualified to also be their **Regional Account Executive Specialized in Risk Evaluation and Field Underwriting** at various dealerships every time their F&I Managers needed an urgent auto loan approval. She approached this new endeavor from a teacher as well as from an F&I viewpoints, she put together a simple but efficient qualifying guidelines cheat-sheet that was handed to the various dealership General Managers working in her territory. This tool would allow her to be more productive and more time-efficient, while at the same time enabling the finance company to have many more qualified clients and the dealerships a greater number of satisfied clients with a well below the national average loan default rate.

- In mid 1999 a serious car accident caused by a third party would interrupt her new career forcing her to stop spending much time in an automobile. Moving to Florida, she went back to teaching languages in Christian schools (PROVIDENCE HIGH SCHOOL and EPISCOPAL HIGH SCHOOL) and at a private university (JACKSONVILLE UNIVERSITY) while going back to college herself to earn a Doctorate degree in Theology.
- She also ventured into Real Estate, became a **Realtor®** and a **Home Inspector** and learned many skills both at seminars taught by the best of America's millionaires (Ron Le Grand's Masters in Training Program, Lou Brown's Street Smart®, among others) and in the field as one of her favorite mottoes is: "Theory is good but it is practice that makes "perfect"".She successfully marketed and sold properties in Florida, Mexico, Brazil and New-Caledonia.
- From 2000 to 2004 she was deeply involved in a ministry -Founder of SOZO MINISTRIES- to French Speaking Refugees from several African countries as well as Haiti and she poured her heart to enable these uprooted families to get a good start in their new land, teaching them all there was to know so they could embrace the American way of life, become productive contributing citizens and even thrive in their new environment and all of it, without sacrificing their own culture. Being led to start a French-speaking church in Jacksonville, Florida she was commissioned to also cater to the spiritual needs of the flock and was involved in mission work until the season came when she passed on the baton to an associate minister.
- In late 2005, she was asked to be a **Fellowship Leader** with CF-CB MINISTRIES and assisted many in the most intricate details of putting together their documentation to participate in several of the programs in place aimed at enabling men and women to become debt free.... She accomplished the tasks at hand with the utmost pleasure teaching all those that had been entrusted to her how to prayerfully handle their affairs. She would be in charge of a rather large group covering several Northwestern states for the next 8 years and while this ministry is now defunct, she is still assisting a few folks set up a SPURT account and finalize their goals.
- Beginning in 2008, she would get involved with the INTERNATIONAL CATALOG CLUB and BUSINESS CANNONS through Bright Star Work Center and and she would participate in various ICC programs, learning in the process the necessary skills to wrap her hands around a number of platforms such as Real Estate / Mortgage and others among which, the use of CHIPS and ZCASH and understanding the tangible world of Commerce vs. the fickle world of Finance. She has also been involved in MFC with Gary Holmes since its beginning. Almost a decade later, she is still very much involved in many of the THIBMART concepts, and more specifically the ones related to **Trading**.
- Parallel to now being an **Independent Contractor** with THIBMART, she is also pursuing her 20 year goal consisting of putting her knowledge and experience at the service of people stricken with cancer educating them in the realm of performing naturopathic treatments and offering them real options to overcome their ailment.

DEGREES AND CERTIFICATIONS

- Certified Deal Maker and Cash Flow Specialist
- Certified Trust Specialist

Ron Legrand Masters-in-Training Program, Florida - USA

- Class Certifications in: Business Management, Commercial Property, Paper Power, Information and Internet Marketing, Cash Flow Systems, and more...

DBPR – Florida - USA

Certified as a Realtor with the Florida Board of Realtors® (several accreditations) / Member of the National Association of Realtors®

AAA Construction School of Jacksonville, Florida - USA

- Certification as a Home Inspector (Residential and Commercial)

Truth Bible College and Seminary, Jacksonville - USA

- Doctorate in Theology

Diversified Cash Flow Institute, North Carolina - USA

- Certification as a Diversified Cash Flow Specialist (100 Debt Instruments)

Sorbonne University, Paris – France

French Government Teacher Certification / Masters English & French (language & Literature)

Klesse Private School, Montpellier - France

- Certified Translator / Interpreter (English- French) U.N. Pace & Proficiency
- Certification in Hotel Management and Tourism

Paul Valery University, Montpellier - France

- General Education (Major in English & French Literature; Minor in Spanish)