
Profile**Which Boards would you like to apply for?**

Adult Care Home Community Advisory Committee: Submitted

Nursing Home Community Advisory Committee: Submitted

Please select your first Board preference: *

☒ Nursing Home Community Advisory Committee**Please select your second Board preference: ***

☒ Nursing Home Community Advisory Committee**Please select your third Board preference: ***

☒ Nursing Home Community Advisory Committee**Please select your fourth Board preference: ***

☒ Nursing Home Community Advisory Committee**Please select your fifth Board preference: ***

☒ Nursing Home Community Advisory Committee**Please select your sixth Board preference: ***

☒ Adult Care Home Community Advisory Committee

Darlene

First Name

Brake

Middle Initial

Last Name

101 Butterwood Ct. Apt D

Street Address

Suite or Apt

Cary

City

NC

State

27511

Postal Code

What district do you live in?

☒ District 3

Mobile: (919) 576-3169

Primary Phone

Mobile: (919) 630-9519

Alternate Phone

darleneb1258@gmail.com

Email Address

UNC Rex Rehabilitation Center

Employer

Nursing Assistant

Job Title

If you live in an Extraterritorial Jurisdiction Area, select Yes:

☐ Yes ☒ No

In order to assure countywide representation, please indicate your place of residence:

☒ Cary

Interests & Experiences

Why are you interested in serving on a Board or Commission?

I passionately enjoy serving the elderly population. I am delight and take great pleasure when talking and listening to them.

Work Experience

UNC Rex Rehabilitation Center August 2017 – June 2019 Right At Home October 2016 August 2017

Volunteer Experience

North Carolina Central University Eagle Pride Blood Drive - 2012 - 2015

Education

NCCU - Bachelor of Science - 2015

Comments

[Darlene Brake Current Resume 1 .docx](#)

Upload a Resume

If you have another document you would like to attach to your application, you may upload it below:

Please upload a file

Demographics



Date of Birth

Gender *

☒ Female

Ethnicity *

☒ African American

Other

How did you become aware of Wake County volunteer opportunities?

☒ Other

If you selected "Other" above, how?

Friend: Sandy Deutsce

Please upload a file

ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

By submitting this electronic application, if appointed, I pledge by my signature below that I have read and will comply with the ethics guidelines for advisory boards and commissions as adopted by the Wake County Board of Commissioners which are found at the link below.

<http://www.wakegov.com/commissions/Documents/CodeofEthics.pdf>

Darlene Brake

Objective

Bring a professional, friendly attitude to the work environment; provide team work services to reduce health disparities with compassion, respect, excellence, and integrity.

Education

September 1974 – June 1977 **West Catholic Girls High School** Philadelphia, PA

Experience

August 2017 – June 2019 **UNC Rex Rehab** Raleigh, NC

Certified Nursing Assistant

- Update patient information
- Take daily vital signs
- Aid with activities of daily living

October 2016 – August 2017 **Right At Home** Raleigh, NC

Personal Care Associate/Certified Nurse Aide

- Develop health education strategies
- Aid with taking daily medications
- Aid with activities of daily living

January 2013 – 2016 **Independent Contractor Service/
A Plus Quality Healthcare** Durham, NC

Health Care Technician/Caregiver (20-40 hours per week)

- Develop health education strategies
- Aid with taking daily medications
- Communicate in a manner that is respectful with both individuals and staff

August 2010 – 2012 **NCCU Health Education Department** Durham, NC

Receptionist (20 hours per week)

- Serve as a health education resource person
- Perform receptionist duties in office
- Call donors and enter data of scheduled appointments for Eagle Pride Blood Drive on campus
- File confidential material as assigned

February 2008 - 2009 **Private Duty Services** Philadelphia, PA

Nursing Assistant (20 hours per week)

- Provide care to severely asthmatic children (3 years and 18 months)
- Perform personal care and daily nebulizer treatments
- Engage children in developmental teaching and recreational activities

June 2007 – 2009

Health Federation of Philadelphia

Philadelphia, PA

Research Assistant (40 hours per week)

- Serve as a health education resource person
- Interview participants for eligibility and set up appointments
- Input data obtained from research participants into the computer
- Prepare participant files for storage

Profile**Which Boards would you like to apply for?**

Nursing Home Community Advisory Committee: Submitted**Please select your first Board preference: ***

☒ Nursing Home Community Advisory Committee**Please select your second Board preference: ***

☒ Nursing Home Community Advisory Committee**Please select your third Board preference: ***

☒ Nursing Home Community Advisory Committee**Please select your fourth Board preference: ***

☒ Nursing Home Community Advisory Committee**Please select your fifth Board preference: ***

☒ Nursing Home Community Advisory Committee**Please select your sixth Board preference: ***

☒ Nursing Home Community Advisory Committee

Michael

First Name

Sass

Middle Initial

Last Name

94 Hamilton Hedge Place

Street Address

Suite or Apt

Cary

City

NC

State

27519

Postal Code

What district do you live in?

None Selected

Mobile: (845) 222-5558

Primary Phone

Mobile: (845) 222-5558

Alternate Phone

mikesassnc@gmail.com

Email Address

SASSCO

Employer

President

Job Title

If you live in an Extraterritorial Jurisdiction Area, select Yes:

☐ Yes ☐ No

In order to assure countywide representation, please indicate your place of residence:

☒ Cary

Interests & Experiences

Why are you interested in serving on a Board or Commission?

I would like to give back to the community. I am interested in helping others, especially, those who might not be in a position to help themselves.

Work Experience

New business development, sales and marketing

Volunteer Experience

RCADD (NY)-Rockland Council on Alcoholism and other Drug Dependence FMA (NY)-Franciscan Mission Associates

Education

GED, some college

Comments

[Michael_Sass_Resume_02.29.20.pdf](#)

Upload a Resume

If you have another document you would like to attach to your application, you may upload it below:

Please upload a file

Demographics


Date of Birth

Gender *

☒ Male

Ethnicity *

☒ Caucasian

Other

How did you become aware of Wake County volunteer opportunities?

☒ Other

If you selected "Other" above, how?

Govt Employee

Please upload a file

ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

By submitting this electronic application, if appointed, I pledge by my signature below that I have read and will comply with the ethics guidelines for advisory boards and commissions as adopted by the Wake County Board of Commissioners which are found at the link below.

<http://www.wakegov.com/commissions/Documents/CodeofEthics.pdf>

MICHAEL A. SASS

Cary, NC | www.linkedin.com/in/michaelasass | mikesassnc@gmail.com | 845-222-5558

SUMMARY

Consummate BtoB sales professional with noteworthy record, strong work ethic, and expertise which includes:

Sales & Marketing	Business Development	Google Tools & Analytics
Leadership & Team Building	Relationship Building	Performance Management
Supervision & Mentoring	Interpersonal Communications	Management & Administration

Exceptional hunter with proven ability to build new relationships into profitable revenue-generators.

Drive to improve productivity and profitability and set, meet, and exceed expectations.

Skilled at establishing and nurturing internal and external customer relationships at all levels.

Proficient in MS Office Suite (Word, Excel, PowerPoint, Outlook).

EXPERIENCE

Orange County Choppers, Newburgh, New York

2019-Present

New Business Development Consultant

My primary role is to increase revenue through the redevelopment of the OCC ecommerce site, email list marketing, licensing and sponsorships.

TattSeal, Dallas, Texas

2019-Present

Brand Manager

Responsible for product integrity and go to market strategy for TattSeal, a patented MD Matrix™ (U.S. Patent No. 9,610,258) formula including other ingredients in the science of skin repair.

- Developed powerful relationships to co-market TattSeal.
 - Discovery Channel reality star and Global brand founder of Orange County Choppers Paul Teutel Sr.
 - Oscar Mike Foundation who is keeping veterans “On-the-Move” through life changing adaptive sports programs, experiences and events.
 - Villain Arts the global leader in Tattoo conferences

Certified Addictions Recovery Coach

2013-Present

I'm a certified addictions recovery coach who has helped over 100 men make positive changes in their lives by helping them with new thinking choices and behaviors around substance use.

U.S. MONITOR, New City, New York

2001-2018

Senior Consultant

- Played key role in success of multimillion-dollar direct mailing and monitoring company, including:
 - providing continuous analysis and improvement of key internal and external business processes;
 - directing sales and marketing life cycle activities from: developing campaigns; measuring and analyzing performance; and delivering and maintaining best practices; and
 - establishing and nurturing strategic relationships, expanding customer base, and growing revenue.
- Saved \$150,000 (60%) in manpower costs by optimizing back-office processes.
- Reduced vendors 60% by spearheading rationalization initiative.
- Increased customer service scores by improving customer-facing processes and turnaround times.

- Managed staff of 40 across five departments, hiring, training, mentoring, motivating, and coaching, and delivering performance appraisals.
- Grew base of 500 domestic and 50 global agents to support higher demand and 15% revenue growth.
- Established new marketing channels with best-of-class associations and publishers, which increased industry awareness, brand equity, and quarterly leads by 30%, leading to conversion rate of 80-90%.
- Generated 300 new accounts while managing relationships with 3,000+ clients; and upsold 20% of base to a more timely and profitable service, increasing profits by 12%.
- Increased revenue \$360K by continuously improving ROI analytics/performance metrics for direct and digital marketing campaigns, using key performance indicators for adjustments.

GEE FREE FOODS, New City, New York

2015-2016

Contracted Sales Consultant

- Doubled customer base by creating demand for new-to-market gluten-free products, including puff flaky pastry dough, hors d'oeuvres, and meals.
- Devised profitable new business development strategies and tactics for growing revenue; and formed relationships with leading distributors, re-distributors, and foodservice management companies.

Previous Employment

SCANDIC CORPORATION, New City, New York

Business Analyst / Project Manager

ADVANCED MONITOR SYSTEMS, INC., Blauvelt, New York

Founder

BAI Global, Tarrytown, New York

Product Launch Consultant

U.S. MONITOR, New City, New York

General Manager

RELIGIOUS LISTS, New City, New York

List Broker

MEMBERSHIPS & ASSOCIATIONS

Direct Marketing Association

Orange County Chamber of Commerce

Direct Marketing Club of New York

Franciscan Mission Associates (Advisory Board)

TRAINING & CERTIFICATIONS

Search Engine Academy SEO; Bruce Clay SEO Toolset; Dale Carnegie Training, CARC

INTERESTS & HOBBIES

Cooking, baking (specializing in gluten-free), volunteering, including with outreach programs ranging from humanitarian, civic, and life coaching