

SUMMARY OF SKILLS

- *Proven interpersonal skills* - with an approachable professional demeanor, and the ability to develop positive long term relationships based on integrity and trust.
- *Excellent oral and written communication skills* - with the ability to compose compelling multi-media presentations, grant applications and educational seminars.
- *Competent computer skills* - with experience in managing databases, social media, website development, and software programs including: Arc Map™ 10.1, Microsoft Office and Adobe software.
- *Project Manager* - resourceful self-starter using a whole systems approach to discern and identify issues and research innovative solutions. Well-organized, with attention to detail and a demonstrated ability to complete multiple projects with critical tasks and timelines.

RELEVANT PROFESSIONAL EXPERIENCE

Consultant/Independent Contractor (November 2010 - Present)

- Assist land trusts and land owners to conserve farmland, rangeland and wildlife habitat with conservation easements. Services include grant development, landowner liaison, baseline reports, website and multi-media presentations - www.margoheekin.com

Conservation Land Trusts (2008 to 2015)

- Stewardship: Cultivated landowner interactions to facilitate strong working relationships while increasing compliance with easement terms.
- Acquisitions: Wrote successful grant requests with local, state and federal program funders. Prepared baseline reports and GIS maps.
- Accreditation: Researched and developed tasks and timelines and supervised volunteers to prepare for accreditation.
- Fund Development and Outreach: Working with Development Director, proposed and developed a Voluntary-Pass-Through fundraising plan working with local businesses. Landowner outreach - created power point presentations, handouts, website content, and wrote newsletter articles.

Certified Financial Planner /Small Business Owner (1987-2004)

- Certified Financial planner - CFP® Built a motivated and dedicated team to provide excellent service and follow, specializing in retirement and estate planning. Developed long term and loyal client relationships based on integrity and trust.
- Authored articles concerning financial planning for local newspapers and held a series of public seminars for estate and retirement planning, for clients that were retired or nearing retirement.
- Professionally involved as the President of the Templeton California Chamber of Commerce; charter member (by invitation) of the San Luis Obispo County Estate Planning Council and member of the San Luis Obispo Planned Giving Council.
- Successfully sold practice, allowing for travel and volunteer opportunities.

Ranch Manager of a nationally known Purebred Hereford Cattle Ranch (1983-1986)

- Responsible for all operations including rangeland and cattle health, raising and marketing of purebred bulls, hay, irrigation, and personnel management.
- Professionally involved as board member for the California Beef Cattle Improvement Association and featured in publications including *Western Livestock Journal* and *Kansas Grass and Grain*.

RELEVANT PROFESSIONAL DEVELOPMENT

- Certified Financial Planner® through the College of Financial Planning (1990), specializing in estate planning, retirement planning, and elder issues.
- Holistic Management™ (HM) Course in planning and decision making in considering a whole systems approach in managing social, economic and natural resources for land managers (1983).
- Dale Carnegie Course in *Effective Speaking and Human Relations* in 1985.
- University of Missouri's *Community Development Academy* in 2006. A week long course on building a local grass roots community process for visioning, planning and development. Learned leadership skills to help empower individuals within communities to work together to build their own futures.

EDUCATION

- *Master of Science in Animal Science*, Kansas State University. Managed the cow herd for the Veterinary Science and Animal Science research projects.
- *Bachelor of Science in Animal Science*, California Polytechnic State University (Cal Poly). Graduated Phi Kappa Phi with highest honors, after graduation, returned to Cal Poly to teach college level courses for two professors during their sabbatical leaves.