



APPLICATION FOR COUNTY OF ORANGE BOARD, COMMISSION OR COMMITTEE

(FOR COUNTY USE ONLY)

Return to: Clerk of the Board of Supervisors 400 W. Civic Center Dr., 6th Floor Santa Ana, California 92701 Email: response@ocgov.com Website: https://cob.ocgov.com/

Instructions: Please complete each section below. Be sure to enter the title of the Board, Commission or Committee for which you desire consideration and attach a resume. For information or assistance, please contact the Clerk of the Board of Supervisor's Office at (714) 834-2206. Please print in ink or type.

NAME OF BOARD, COMMISSION, OR COMMITTEE TO WHICH YOU ARE APPLYING FOR MEMBERSHIP. SEE LIST AT https://cob.ocgov.com/boards-commissions-committees/bcc-name-list-and-contact-information

Orange County Behavioral Health Advisory Board

SUPERVISORIAL DISTRICT IN WHICH YOU RESIDE: [ ] First [ ] Second [ ] Third [X] Fourth [ ] Fifth

APPLICANT NAME AND RESIDENCE ADDRESS:

Michael Alice Fernandez
First Name Middle Name (Optional) Last Name

[Redacted]
Street Address City State Zip Code

[Redacted]
Home Phone Number Cell Phone Number

[Redacted]

CURRENT EMPLOYER: SELF EMPLOYED

OCCUPATION/JOB TITLE: ESTATE & TAX CONSULTANT

BUSINESS ADDRESS: [Redacted]

BUSINESS PHONE NUMBER: [Redacted]

[ ] EMPLOYMENT HISTORY: Please attach a resume to this application and provide any information that would be helpful in evaluating your application. A RESUME MUST BE ATTACHED TO YOUR APPLICATION.

ARE YOU A CITIZEN OF THE UNITED STATES: [X] YES [ ] NO

IF NO, NAME OF COUNTRY OF CITIZENSHIP:

ARE YOU A REGISTERED VOTER? [X] YES [ ] NO

IF YES, NAME COUNTY YOU ARE REGISTERED IN: ORANGE County

LIST ALL CURRENT PROFESSIONAL OR COMMUNITY ORGANIZATIONS AND SOCIETIES OF WHICH YOU ARE A MEMBER.

ORGANIZATION/SOCIETY	FROM (MO./YR.)	TO (MO./YR.)
<u>Real Estate</u> Veteran Association of Professionals	<u>2023</u> <del>2021</del>	<u>current</u>
NAHREP	<u>2023</u>	<u>current</u>
BHAB OC	<u>2024</u>	<u>current</u>

WITHIN THE LAST FIVE YEARS, HAVE YOU BEEN AFFILIATED WITH ANY BUSINESS OR NONPROFIT AGENCY(IES)?  YES  NO

DO YOU OWN REAL OR PERSONAL PROPERTY OR HAVE FINANCIAL HOLDING WHICH MIGHT PRESENT A POTENTIAL CONFLICT OF INTEREST?  YES  NO

HAVE YOU BEEN CONVICTED OF A FELONY OR MISDEMEANOR CRIME SINCE YOUR 18TH BIRTHDAY? YOU ARE NOT REQUIRED TO DISCLOSE ANY OF THE FOLLOWING: ARRESTS OR DETENTIONS THAT DID NOT RESULT IN A CONVICTION; CONVICTIONS THAT HAVE BEEN JUDICIALLY DISMISSED, EXPUNGED OR ORDERED SEALED; INFORMATION CONCERNING REFERRAL TO AND PARTICIPATION IN ANY PRETRIAL OR POSTTRIAL DIVERSION PROGRAM; AND CERTAIN DRUG RELATED CONVICTIONS THAT ARE OLDER THAN TWO YEARS, AS LISTED IN CALIFORNIA LABOR CODE § 432.8 (INCLUDING VIOLATIONS OF CALIFORNIA HEALTH AND SAFETY CODE SECTIONS 11357(B) AND (C), 11360(C) 11364, 11365 AND 11550 - AS THEY RELATE TO MARIJUANA)?

YES  NO

IF YES, PLEASE EXPLAIN AND ATTACH ADDITIONAL SHEETS, IF NECESSARY.

PLEASE BRIEFLY EXPLAIN WHY YOU WISH TO SERVE ON THIS BOARD, COMMITTEE, OR COMMISSION. ATTACH ADDITIONAL SHEETS, IF NECESSARY.

FAMILY Experience - SON DUAL Diagnosis - 2023  
FATAL OVERDOSE - GIVE BACK TO FAMILIES

DATE: 3/5/20

APPLICANTS SIGNATURE: [Signature]

CLERK OF THE BOARD OF SUPERVISORS USE ONLY - DO NOT WRITE BELOW THIS LINE

Date Received: \_\_\_\_\_ Received by: \_\_\_\_\_  
Deputy Clerk of the Board of Supervisors

Date referred: \_\_\_\_\_

- To:  BOS District 1     BOS District 2     BOS District 3     BOS District 4     BOS District 5
- All BOS     BCC Contact Person Name \_\_\_\_\_

## Michell Fernandez

### Inside Sales Representative

#### Summary

- Driven to obtain new customers quickly and effectively.
- Motivated to generate and increase sales while delivering top-notch customer service.
- Excellent communication/telephone skills. Strong sales closer.
- Exceptional interpersonal skills, team leader; cheerful and energetic.
- Dependable, flexible, organized problem solver.

#### Accomplishments

- Received Platinum Team Award for a consistent 35% closed loan ratio.
- Fielded and processed up to 70 to 100 calls per day.
- Implemented several strategies that successfully increased sales and improved client retention rates.
- NMLS #1448706

#### Experience

##### **Wholesale Account Executive,** [REDACTED] 02/2019 – 06/2019

- Contact Mortgage Brokers, Loan Officers, and Realtors throughout the country to fund their mortgage loans. Reviewing loan scenarios and pre-underwriting files for submission.
- Making 60 to 100 calls a day to establish relationships and educate mortgage individuals and offices on our loan programs and systems.
- Structuring, monitoring and executing files to funding.

##### **Loan Mortgage Manager,** [REDACTED] 04/2017 – 02/2018

- Processed, researched and verified all aspects of creating new and refinanced mortgage loans.
- Upon receiving a loan application from a loan officer, the researched title reports verifying ownership and the existence of any liens.
- Requested required documentation from the borrower to present for processing and lender approval.
- Reviewed appraisals to ensure that it meets loan guidelines and requirements.
- Communicated with all parties involved, including borrowers, loan officers, processors, underwriters, appraisers, to ensure funding efficiently.
- Made at least 50 cold-and warm calls to prospective borrowers.
- Recognized for strong work ethic and efficient loan processing.

##### **Jr. Loan Officer,** [REDACTED], 09/2016 – 03/2017

- Provided sales support and strong communication to customers and Sr. mortgage bankers and management throughout the origination process.
- Made 50 to 100 plus outbound calls a day to originate new mortgage applications as well as fielding inbound calls.
- Accessed title information while prequalifying borrowers during the application process to determine eligibility for a specific mortgage loan.
- Assisted sales staff with following up with borrowers for required documents for submission of files.

##### **Compliance Supervisor,** [REDACTED] 06/2010 – 07/2016

- Made up to 70 outbound calls to new and existing customers, offering our services and products.
- Implemented a consultative selling approach on all inbound calls.
- Produced \$25k - \$38k in net sales volume during an average month.

**Compliance Consultant, [REDACTED]** 05/2009 – 05/2010

- Contacted new and existing customers, offering specific products and services to meet their needs.
- Completed up to 80 outbound calls per day, with an average conversion rate of 35%.
- Structured, Stacked and Submitted 2-3 SB 94 Loan Workout Packages a week.
- Exceeded team sales goals by 10%.
- Conducted business to business telephone sales.

**Mortgage Loan Consultant, [REDACTED]** 06/2005 – 04/2009

- Originated 7-12 applications per week and funded 6-10 loans per month.
- Structured loans, placed with lenders, ordered appraisals and opened title and escrow.

**Account Executive, B2B Sales, [REDACTED]** 01/1999 – 05/2004

- Contacted business owners to establish accounts for funding equipment loans.
- Established vendor relationships with a strong end-user base.
- Funded over \$12M worth of business my first year; always in the top 20% of sales each month.

**Platoon Sergeant, [REDACTED]** 03/1983 – 07/1989

- Managed a platoon of up to 88 Marines.
- As a petroleum engineer, we tested and analyzed jet fuel and monitored pipelines before aircraft refueling.
- Promoted to E-5 Sergeant within the first 48 months in the Marine Corps.

**Education**

Business Major, Santa Rosa Junior College, Santa Rosa, CA  
National Mortgage Licensing System, 20 hours of education.