



ALLISON WALSH, JD

CORPORATE LEADER | ENTREPRENEUR | PHILANTHROPIST

A dedicated, dynamic healthcare professional, specializing in relationship management and executive leadership with expertise in organizational growth and business development.

EXPERIENCE

ADVANCED RECOVERY SYSTEMS (ACQUIRED THE RECOVERY VILLAGE 12/2013)

Vice President of Business Development | 1/2015 - Present

Director of Business Development & Branding | 1/2014 - 1/2015

The Recovery Village | Director of Business Development & Marketing 2/2013 - 1/2014

- Creates and manages key relationships between ARS and organizations nationwide, resulting in consistently producing accounts, yielding an average of 50% growth in admissions YoY since 2015
- Successfully hired, trained, and manages 30+ member national business development team generating 7+ figures in revenue monthly
- Coordinates thoughtful and strategic relationship development with clinical and medical providers, community organizations, judicial, legal and law enforcement agencies
- Responsible for integrating marketing, clinical, operations and financial knowledge to achieve organizational goals
- Develops meaningful partnerships, joint ventures, and contracts with universities, employers, unions, and nonprofits
- Created educational outreach program in collaboration with the University of Central Florida, reaching over 10,000 students in 60 schools
- Oversees negotiations and credentialing with EAP providers and self-insured organizations
- Actively involved in potential mergers and acquisitions for ARS, identifying prospective profitable locations while adding to the treatment opportunities offered by ARS centers
- Managed brand development and implementation through website design, direct marketing campaigns, advertisement placements, and social media strategies
- Achieved a 97% census within six months of operation at The Recovery Village
- Plans, presents, and participates in behavioral health industry conferences and events across the United States, increasing new accounts by a minimum of 10% month over month
- Speaks nationally on behalf of Advanced Recovery Systems and all ARS facilities
- Developed an alumni outreach strategy and helped to facilitate groups across the U.S.
- Lobbied on behalf of the organization and assisted with legislative efforts to create change within state policies and guidelines

UF & SHANDS FLORIDA RECOVERY CENTER

Referral Relations Manager

3/2012 - 2/2013

- Responsible for fostering initial and repeat business for new partnership with Orlando Health
- Reached corporate patient census goals within four months of program opening
- Helped to fill all available beds at the Eating Disorder Recovery Center
- Exceeded goals for in person, one-on-one visits and admissions
- Identified and targeted areas for growth within market, building out a 300 account book of business

HELPING OTHER PEOPLE EAT

Founder/President

2001 - 2020

- Founder of 501(c)3 non-profit organization focusing on the prevention, awareness and treatment of eating disorders
- Personally spoken to more than 100,000 people, and millions more through national media outlets, about eating disorders prevention, awareness, education and treatment
- Raised over \$250,000 for eating disorder initiatives, prevention programs and community support
- Contributed more than \$40,000 in support to local treatment scholarships and outpatient care
- Funded the collaboration of local treatment providers to create the Eating Disorder Current Concepts DVD, website and mobile app available for download in iTunes and GooglePlay
- Created Get R.E.A.L. – Realistic Expectations and Attitudes for Life; a program that was distributed to over 12,000 schools, legislative offices, hospitals and treatment centers from 2010-2011
- Established the Great Jeans Giveaway and the Blue Jeans for True Genes Campaign – a jeans drive that has collected over 25,000 pair of jeans and distributed them to over 40 organizations worldwide

ALLISON KREIGER, INC. | ALLISON WALSH CONSULTING

Independent Contractor, Consultant & Coach

7/2007 - Present

- Provides one-on-one coaching and group workshops to audiences nationwide focused on personal brand development and management, marketing, communication and success strategies
- Created SavvyGirlGuides.com and accompanying digital courses to empower young, career driven women to strive for success
- Published *The Savvy Girl's Guide to Post Grad Success* and *Get Clear | Get Confident | Get Crowned* available on Amazon
- Launched and scaled The She Believed She Could Podcast reaching an International audience bi-weekly
- Hosted over 75 events including award ceremonies, TV shows and competitions
- National television special guest appearances include Huff Post Live, FOX News' Hannity and Colmes, The Big Story with John Gibson, PBS's Emotional Life and Lifetime Television's Balancing Act
- Contributing editor and expert for various print publications including Dove's Digital Channel hosted on MSN.com, Yahoo! Health, U.S. and World Report, and featured blogger for PBS and Tri Delta's Fat Talk Free Initiative
- Independently contracted spokesperson for businesses and organizations

MCKENNA WALSH COACHING AND PROFESSIONAL MANAGEMENT, LLC

Owner & Chief Executive Officer

8/2012 - 8/2014

- Opened full-service professional management and coaching business and facilitated profitable operations through the realization of financial business plan goals over a six-week period
- Received national media attention both digitally and in print within one month of opening
- Created highly customized, strategic client plans for more than 150 individuals annually, across the United States

PROFESSIONAL & COMMUNITY MEMBERSHIPS

- National Eating Disorder Association – National Board Member; Founding Chair of National Junior Board; Local walk coordinator; NEDA Network Member; 2016 Gala Co-chair; Strategic Planning Committee Member; Development Committee Member
- Eating Disorder Network of Central Florida – Board Member
- International Association of Eating Disorder Professionals – Local Board Member
- Project Opioid - Board Member & Frontline Committee Member
- Orange County Drug Free Coalition – Treatment, Addiction & Disability Committee; Heroin Task Force Treatment Committee
- The Forever's Foundation – Founder & President
- Central Florida Council for Florida House – Member
- Orlando Business Journal - Leadership Trust Member
- The Revenue Collective - Member
- Florida Executive Women - Member

HONORS & AWARDS

- Hall of Fame Inductee 2019 - Miss Florida Scholarship Program
- Woman of Distinction 2017- Community Impact Award Recipient - Girl Scouts of Citrus Council
- 2015 Women Who Mean Business Nominee - Orlando Business Journal
- Changing Minds Award 2013 – Pasco Mental Health Foundation
- Community Leadership Award 2012- WOAMTEC
- Inspirational Award 2010 - Orlando Woman Newspaper
- Woman to Watch 2009 - Orlando Woman Newspaper
- Youth Advocate of the Year 2008 - National Eating Disorders Association
- Young Emerging Leader 2008 - Women's Executive Council
- Young Woman of Distinction 2007 - Awarded by the Girl Scouts of Citrus Council
- Miss Florida 2006 and Overall Interview Award Winner
- Recipient of the Miss Florida and Miss America Community Service Awards 2006
- Right Decisions, Right Now - Florida Spokesperson 2006-2007
- International Femtor Award Finalist 2006 - eWomen Network

EDUCATION

FLORIDA A&M UNIVERSITY COLLEGE OF LAW

Juris Doctorate | Cum Laude Graduate | May 2012

- FAMU Law Review, Business Managing Editor
- Dean's List, Spring 2010 & Spring 2011
- Book Awards: Legal Methods and Interviewing, Counseling and Negotiations
- Phi Alpha Delta
- Women's Law Caucus

UNIVERSITY OF FLORIDA

Bachelor of Science in Public Relations | Cum Laude Graduate | May 2006

- Student Government Senator, Phi Eta Sigma, Alpha Lambda Delta, National Society of Collegiate Scholars, Omicron Delta Kappa, Mortar Board
- Spirit of Susan B. Anthony Award Winner 2005 - University of Florida, Division of Student Affairs
- Delta Delta Delta
- Gatorettes, Team Captain 2003-2005

CERTIFICATE PROGRAMS

HARVARD BUSINESS SCHOOL ONLINE

Leadership Principles | Spring 2020

CONNECTICUT SCHOOL OF BROADCASTING

Specialization in Broadcasting | Highest Honors | May 2008