

Mark Puppe

Fargo, ND
701-540-8595
mark@mastermanuscripts.com
www.mastermanuscripts.com

IN A NUTSHELL

Graduate education and 10 years of organization development and strategic communication experience. Small business owner and community enthusiast with record of strengthening and diversifying markets, networks, and productivity for clients of all kinds and sizes. Breakthrough successes achieved through independent and collaborative campaigns to public, professional, and select audiences.

EXPERTISE

- Strategic Communication
- Organization Development
- Community Relations
- Writing and Editing
- Advocacy and Engagement
- Outreach and Networking
- Recruitment and Retention
- Grassroots Campaigns
- Project Management

EDUCATION

- Juris Doctor, *University of North Dakota School of Law, Grand Forks, ND* 2003**
- Master of Communication, *North Dakota State University, Fargo, ND* 2000**
- Bachelor of Political Science, *North Dakota State University, Fargo, ND* 1996**

PROFESSIONAL EXPERIENCE

- Member Coordinator, *National Federation of Independent Business, Fargo, ND* 12/2012-present**
 - Develop strategies to cultivate, build, and fortify trusting relations with business owners statewide for this national organization. Prospects represent entire business ecosystem.
 - Educate and engage members as confident, active, and committed investors and partners.
 - Serve as primary contact and liaison for the 2,500 members throughout North Dakota.
 - Integrated custom video, radio, and features into sales toolbox.
- Communication Strategist, *Master Manuscripts, Fargo, ND* 9/2008-present**
 - Planned, strategized, and engaged messaging and networking strategies for clients in 22 states.
 - Published by North Dakota Humanities Council, community organizations, and myriad clients.
 - Helped recruit over 250 business executives from 30 nations to conferences in U.S. and overseas.
 - Initiated and managed all outreach for multimedia project showcasing eccentrics of North Dakota culture. Attracted over 2,000 social media followers and high-profile endorsements.
 - Partnered with 4 staffing agencies and coordinated interviews with over 200 jobseekers.
 - Advised testimony key to securing \$500,000 for nonprofit organization.
 - Manage www.mastermanuscripts.com and prepare content for clients' assorted venues.
 - Founded and hosted radio program featuring local organizations and leaders as in-studio guests.
 - Created and taught writing course at University of Mary, Fargo.
- Assistant Director, *Professional Insurance Agents of North Dakota, Bismarck, ND* 11/2005-2/2008**
 - Surpassed new member goal by 180% and built portfolio of over 600 prospects.
 - Designed financial partnership plan that increased convention revenue 186% in 1 year.
 - Created and presented ethics program to over 1,000 professionals in 15 cities.
 - Assessed applications for campaign donations.
- Adjunct Professor, *Dickinson State University, Dickinson, ND* 1/2004-10/2005**
 - Named "Excellent Instructor" by student organization.
 - Wrote grant applications and served as communication advisor to diverse conservation network.
 - Authored community content and increased publication readership 425% in 6 months.

Mark Puppe

Fargo, ND
701-540-8595
mark@mastermanuscripts.com
www.mastermanuscripts.com

COMMUNITY ENGAGEMENT LEGEND

- **Rotary International**, Bismarck, Dickinson, Fargo
- **Toastmasters International**, Bismarck, Dickinson, Fargo
- **St. Luke's Nursing Home**, Dickinson
- **Best Friends**, Dickinson
- **Emerging Prairie**, Fargo
- **Young Professionals Network**, Bismarck, Fargo
- **NDSU Team Makers**, Fargo
- **Theta Chi Fraternity Alumni Association**, Fargo
- **International Student Association**, Fargo
- **Fargo North Class of 1992 Alumni Panel**, Fargo
- **Minnesota Epilepsy Foundation**, Fargo
- **St. John Lutheran Church**, Dickinson
- **Hope Lutheran Church**, Fargo
- **Trinity Lutheran Church**, Bismarck