



HANDSHAKE AMERICA

est. 2011

GRIT – LEADERSHIP – TEAM

THE FOUNDATIONAL STORY





OUR MISSION

Coach gritty students for success in life and inspire them to influence others.



OUR VOLUNTEER COACHES

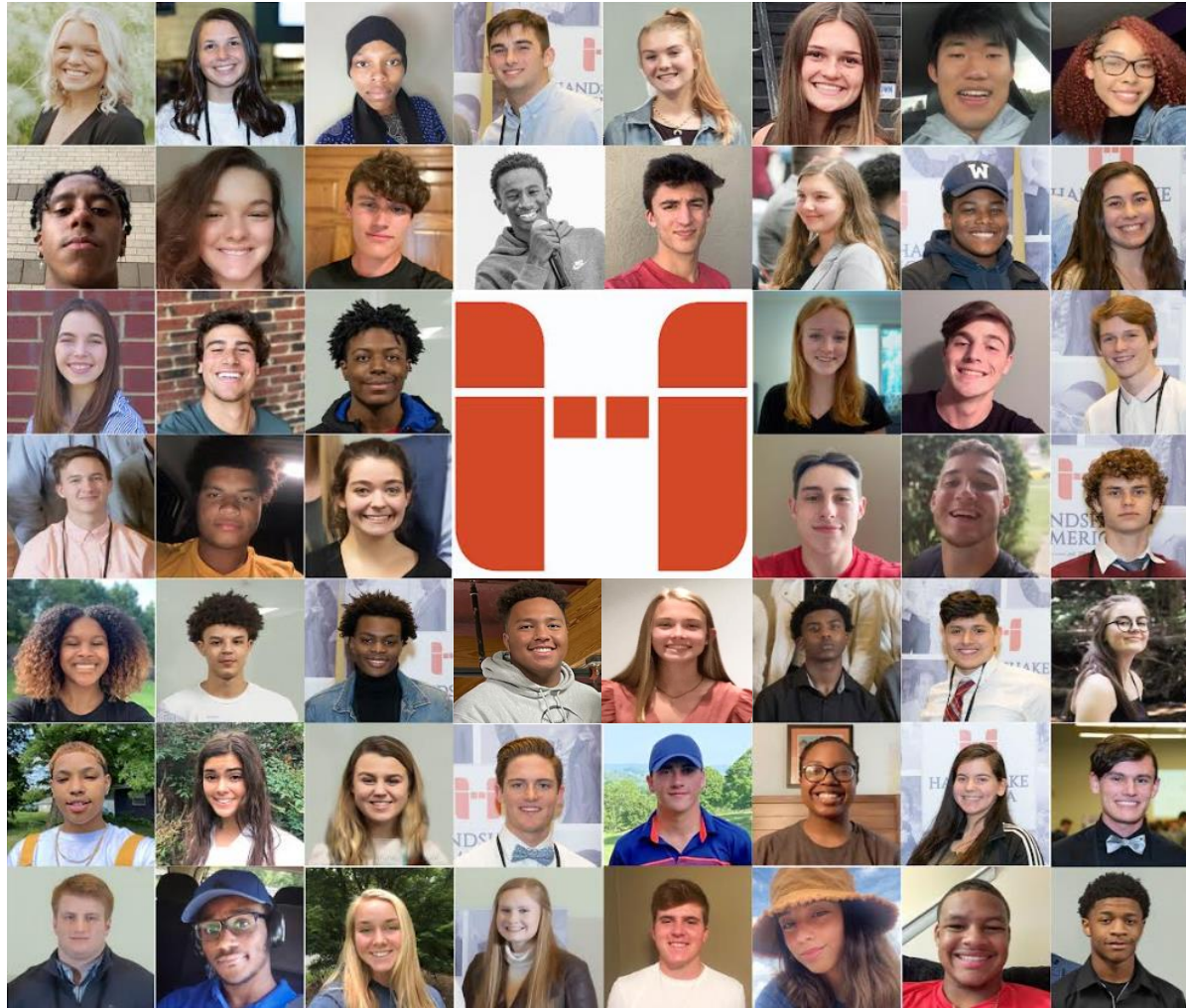
- Successful and respected people in the community
- Contribute at least \$1,000 to the program
- Appreciate the lessons learned from athletics
- Share our values

Background Checks are performed on all Handshake America Coaches each year



OUR STUDENT-ATHLETES

462 student-athletes selected for the Handshake America Program across three regions



- Coachable and gritty high school juniors
- Not necessarily the best athlete or highest GPA
- Desire to pursue post-secondary education
- Diverse ... we select one male and one female per school



Applications are reviewed and selected by an independent Selection Committee

OUR VALUES

Five Practices of Success

“Success is peace of mind that is the direct result of self-satisfaction in knowing you did your best to become the best you are capable of becoming.”

– John Wooden



[Inspired by John Wooden’s “Pyramid of Success”]



OUR PROGRAM



- Schedule for the calendar year:

Session #1: **Kick-Off** (*w/ families*)

Session #2: **Team**

Session #3: **Perseverance**

Session #4: **Passion**

'The Huddle' (*Alumni Event*)

Session #5: **Positivity**

Session #6: **People**

Session #7: **Presence**

Session #8: **Annual Assembly** (*w/ families*)

- Teams consist of 6 Student-Athletes and 3 Coaches
- Sessions occasionally include guest speakers and breakout activities
- Held at various businesses and public locations
- \$1,000 (min.) postsecondary scholarships are awarded to student-athletes following program completion. **Over \$500,000 has been awarded!**

HOW WE'RE DIFFERENT

- We “**COACH**,” not “mentor.”
(see Appendix for comparison)
- We **UNITE** people from diverse backgrounds who share common virtues.
- We **DEVELOP** leaders who influence others.






– OUR VISION –

A national team positively influencing the people around them.



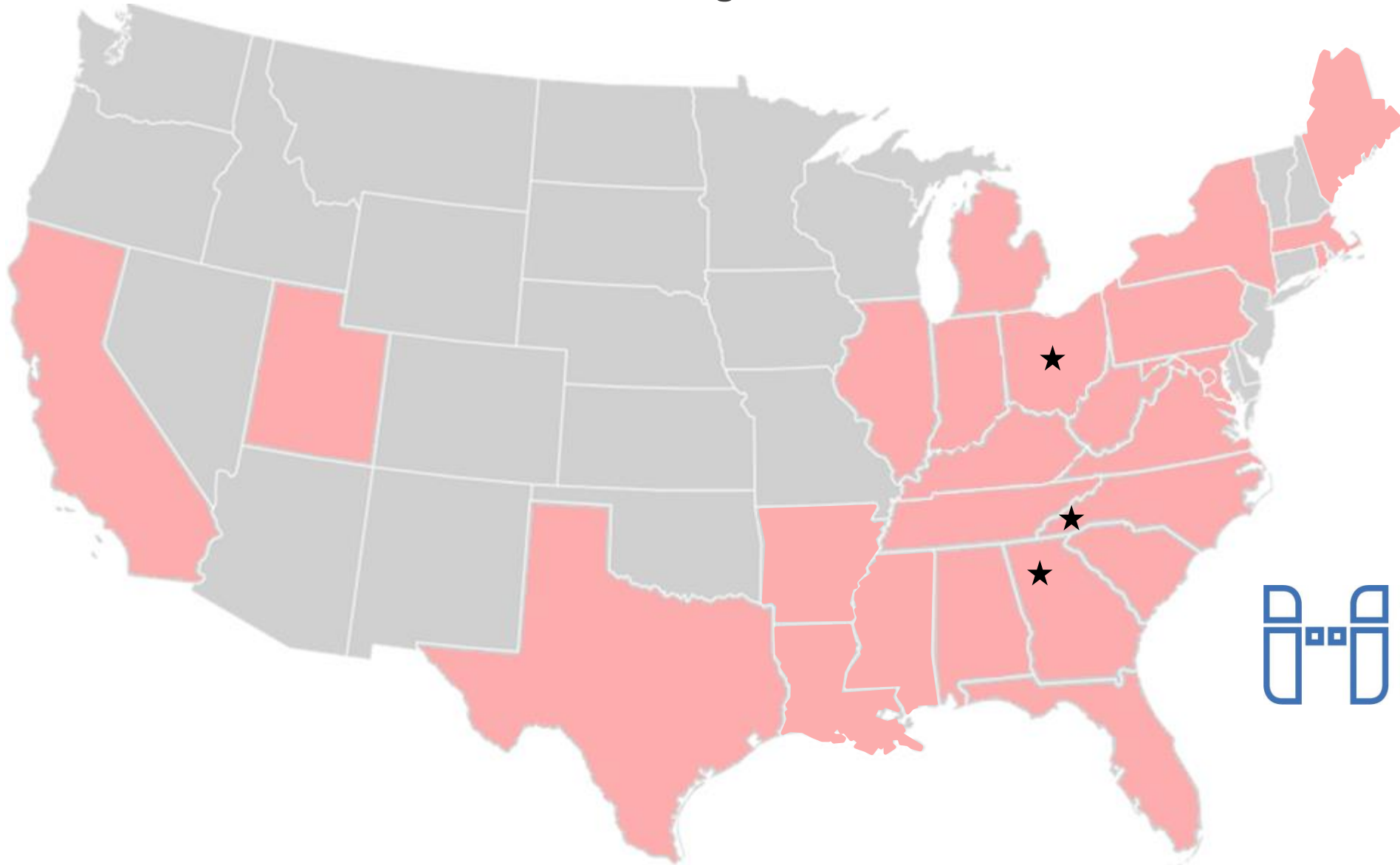
OUR CURRENT REGIONS

Central Ohio <i>(Founded 2012)</i>	Metro Atlanta <i>(Founded 2017)</i>	Western Carolina <i>(Founded 2021)</i>	Total
			
<p style="text-align: center;">63 High School Partners</p>	<p style="text-align: center;">22 High School Partners</p>	<p style="text-align: center;">7 High School Partners</p>	92
<p style="text-align: center;">338 Student-Athletes</p>	<p style="text-align: center;">98 Student-Athletes</p>	<p style="text-align: center;">26 Student-Athletes</p>	462
<p style="text-align: center;">109 Volunteer Coaches</p>	<p style="text-align: center;">36 Volunteer Coaches</p>	<p style="text-align: center;">6 Volunteer Coaches</p>	151



WHERE ARE THEY NOW?

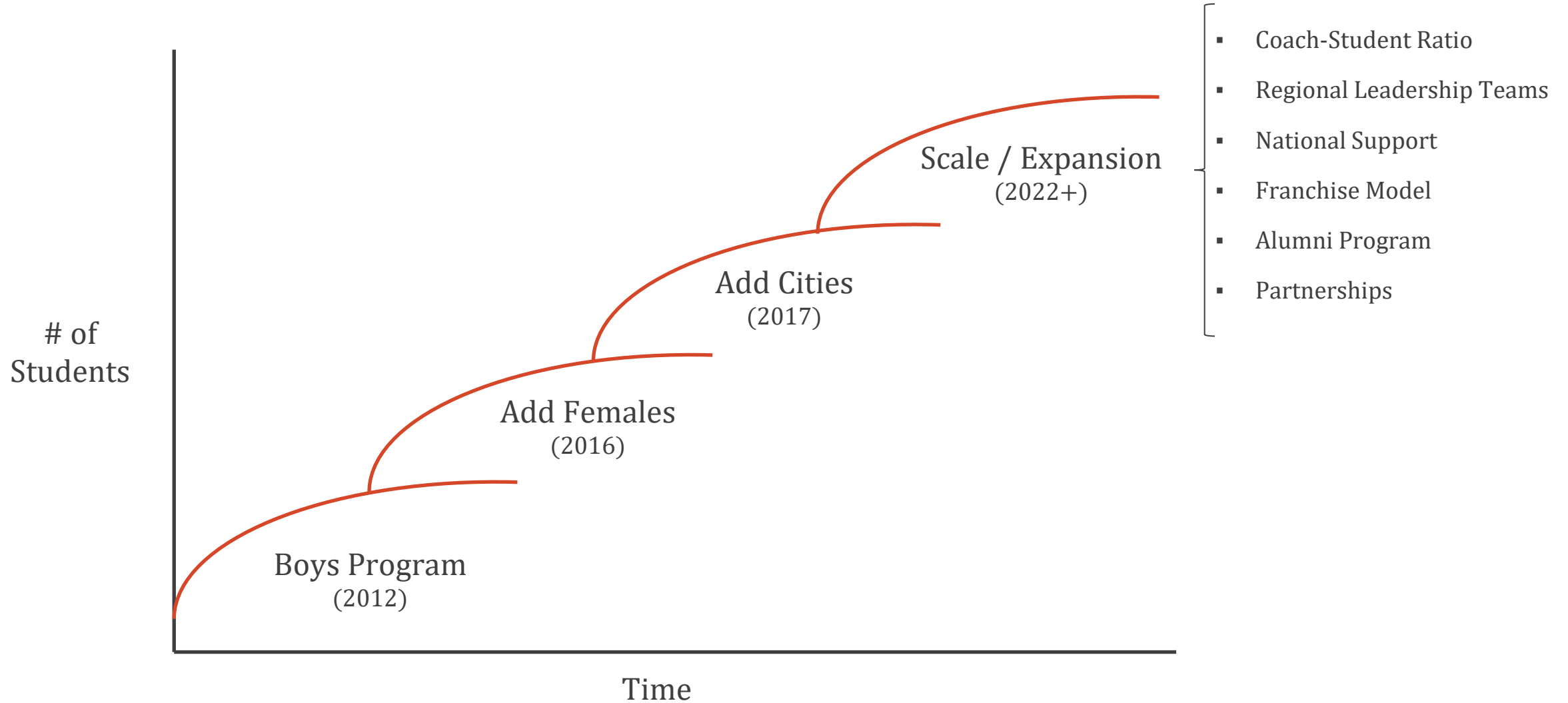
115 Colleges in 24 States



★ = Handshake region location



FOUR HORIZONS OF GROWTH



OUR NATIONAL BOARD



Doug Probst* (GA/NC)
 Founder & Chairman of Handshake,
 Retired CFO, DSW Inc.



Rick Jackson (OH/FL)
 Retired EVP of Logistics Services,
 L Brands



Chris Lanning (OH)
 Vice Chairman of Handshake, President
 of Retail, Apricot Lane Boutique



Beth Murphy* (OH)
 SVP, General Counsel, Assistant Secretary,
 Grange Insurance



David Probst* (OH)
 EVP, Conterra Ag Capital



Ron Ransom* (OH)
 CEO, American Endowment
 Foundation



Julie Roy (OH)
 Chief Marketing Officer, Designer
 Brands (DSW)



Cam Murphy* (OH)
 Area Senior Vice President, Gallagher



Open
Board
Seat



Open
Board
Seat



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Board
Seat

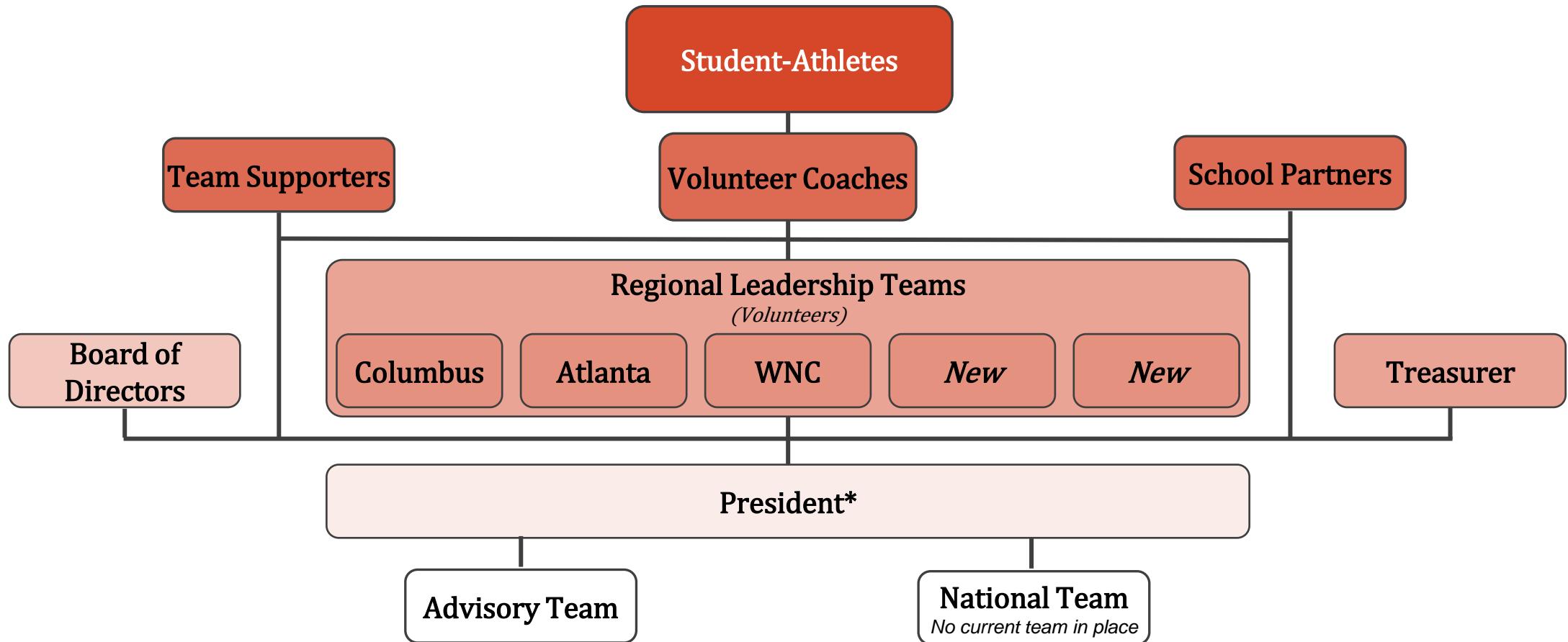


Open
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Seat



*Handshake America Coach experience

ORGANIZATIONAL STRUCTURE



* Currently the only compensated position

OUR NEW PRESIDENT

Experience:

- GradLeaders (2020-22) - VP Strategic Development
- Learfield (2007-20) - Various roles: GM, Director of Sales Training, Strategic Sourcing
- McDaniel College (2005-07) - Asst. Director Alumni Relations

Education / Certification

- Cert. Talent Optimization & Practitioner (Predictive Index, 2019)
- Masters Sports Administration (Toledo, 2005)
- Bachelor Sports Marketing (Toledo, 2003)

Personal

- Wife (11 years) and two girls (10 & 8 years old)
- Lives & grew up in Central OH (River Valley HS in Marion)
- Volunteer Area Director CBMC-Columbus



WHY?

