

MIKE FONSECA

FAMILY LAW BUSINESS DEVELOPMENT MANAGER

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Colleyville, Texas

SUMMARY

I am a knowledgeable professional in the Family Law industry who specializes in Alcohol Monitoring Technology and have given educational lectures to over 1700 different lawyers, attorneys, judges and mediators on this topic. I am a hardworking, clear-spoken, and personable individual with a combined 23 years of strong experience in client management.

PROFESSIONAL EXPERIENCE

SOBERLINK *Huntington Beach, CA*

FAMILY LAW BUSINESS DEVELOPMENT MANAGER

2011 – Present

- Educates family law professionals on the latest alcohol monitoring technology for child custody cases through lectures and presentations, often offering CLE credits
- Stays up to date with the latest market conditions, business trends, and industry developments by attending sales and trade meetings as well as reading related publications in order to relay the information in a useful way to clients
- Collaborates with colleagues to help create the most informative and valuable marketing/sales pieces for new clients
- Proven management and organizational skills by upkeeping customer databases and maintaining healthy relationships with major clients
- Provides exceptional customer service by analyzing customer needs to find the best fit based on product price, availability, credit terms and technical features

SRIXON CLEVELAND *California*

TERRITORY SALES MANAGER

1995 to 2011

- Successfully performed important administrative tasks such as monitoring customer preferences to determine focus of sales efforts, preparing budgets and approving budget expenditures
- Demonstrated product knowledge and sales skills by explaining products, methods, or services as well as providing product samples, coupons and informational brochures

EDUCATION

Santa Ana College, *Santa Ana*

FAMILY LAW PRESENTATIONS

MANHATTAN SUPREME COURT New York, New York (26 attendees) - *May 16, 2018*

MAIN PRESENTER

- ALCOHOL MONITORING IN FAMILY LAW: Current issues surrounding alcohol use in custody cases, current solutions for monitoring, and Soberlink monitoring option and best practices

CHARLESTON WV CLE Charleston, West Virginia (200 attendees) – *April 20, 2018*

MAIN PRESENTER, *Co-Presenter: Judge Jim Douglas*

- ALCOHOL MONITORING IN FAMILY LAW: Current issues surrounding alcohol use in custody cases, current solutions for monitoring, and Soberlink monitoring option and best practices
- *1 Hour CLE Credit*

FAMILY LAW Westmoreland, Pennsylvania (75 attendees) – *April 2018*

MAIN PRESENTER

- ALCOHOL MONITORING IN FAMILY LAW: Current issues surrounding alcohol use in custody cases, current solutions for monitoring, and Soberlink monitoring option and best practices
- *1 Hour CLE Credit*

NATIONAL ABA Nashville, Tennessee (150 attendees) – *May 10th, 2018*

MAIN PRESENTER

- ALCOHOL MONITORING IN FAMILY LAW: Current issues surrounding alcohol use in custody cases, current solutions for monitoring, and Soberlink monitoring option and best practices

COLLABORATIVE LAW Tampa, Florida (40 attendees) – *May 10th, 2018*

MAIN PRESENTER

- ALCOHOL MONITORING IN FAMILY LAW: Current issues surrounding alcohol use in custody cases in collaborative law, current solutions for monitoring, and Soberlink monitoring option and best practices

AFCC NY New York, New York (200 attendees) – *December 2018*

MAIN PRESENTER

- ALCOHOL MONITORING IN FAMILY LAW: Current issues surrounding alcohol use in custody cases, current solutions for monitoring, and Soberlink monitoring option and best practices

COLLABORATIVE LAW Miami, Florida (45 attendees) – *September 2017*

MAIN PRESENTER

- ALCOHOL MONITORING IN FAMILY LAW: Current issues surrounding alcohol use in custody cases in collaborative law, current solutions for monitoring, and Soberlink monitoring option and best practices.

MORRIS COUNTY BENCH BAR FAMILY LAW SECTION – *April 2023*

- ALCOHOL MONITORING BEST PRACTICES: 54 attorneys and 1 Family Law Judge in attendance issuing 1.8 CLE credits.

DALLAS COUNTY FAMILY COURTS – (14 Judges) *APRIL 2023*

- ALCOHOL MONITORING IN FAMILY LAW FROM A JUDGES PROSPECTIVE:

New York State Bar Family Law Section – July 2023

- ALCOHOL AND SUBSTANCE ABUSE IN FAMILY LAW co-presenter with Dr. Elie Aoun.