

Curriculum Vitae JOHN M. GASPARINI

Address

15545 Carroll Road
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Telephone:

Home (410) 771-4419
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Employment History

University of Baltimore
Faculty Member
Psi Chi Faculty Advisor

2004-Present

Currently teaching Behavior Modification, Health Psychology, Stress Management, Interviewing Psychology, History and Systems and Positive Psychology

Gasparini Bloodstock and Racing Stable
Owner

1995-Present

Gasparini Bloodstock and racing stable is a small 50-acre thoroughbred horse breeding and racing operation based in north Baltimore County. The stable employs a number of trainers, grooms and riders to manage a breeding program and maintain a year round racing schedule. The stable owns brood mares, yearlings, two year olds and horses in training (actually competing).

Historical Society of Baltimore County
Board of Directors

2009-Present

Maryland Auction Group/Isennock Auction Services
President

1996-2009

The company conducts real estate and personal property auction sales. This may include selling the contents of a modest home, a major estate, a single item or an antique collection. Our auction services assist people by protecting valuable assets that can make the difference in the quality of retirement life. We have handled items as diverse as Tiffany lamps to farm tractors, fine arts to fire trucks and movie props to motorcycles. Our customers include over 100 area independent lawyers, several law firms and individual referrals.

Our services included:

- Appraisals
- Auction site preparation
- Advertising and marketing - Local, regional, national markets
- Professional auction management

- Packing and transportation for off-site auctions
- Shipping of heirlooms to family members
- Clean-out services
- Site Contracting/Selling Preparation

Life Therapy Specialists
Counselor

2006-Present

I was partnered in a clinical practice, specializing in treating adult victims of all forms of abuse. Often victim presented with patterns of self-defeating behaviors that made their lives unmanageable. We employed a number of cognitive and behavioral techniques to reverse these self defeating behaviors and reverse years of demoralization. Other specialties included business coaching, addictions counseling and group therapy.

Sexual Assault and Resource Center
Therapist

2004-2006

I worked with victims of sexual and domestic violence. Responsibilities included individual and group counseling. Clients were usually in crisis and had a high mortality threat assessment. Counseling centered on helping victims create a safety plan, and understand the Cycle of Abuse and the Power and Control Wheel as defined by the Deluth Abuse Model.

United Foods, Inc.
President

1992-1995

I was responsible for the sales, manufacturing and distribution of a fresh food product line to convenience stores, gas stations, and vending companies in Maryland and Pennsylvania.

- Developed client base of over 200 retail customers distributing over 18,000 freshly made food items per week
- Implemented automatic packaging process
- Maintained high product standards and quality control of entire product line
- Maintained strong customer relations

Pizza Connection
Founder

1985-1992

Owned and operated four sole pizza delivery units and three cinnamon roll shops in Maryland and Pennsylvania.

Responsible for all aspects of the day-to-day manufacturing cinnamon rolls in a multi-location environment. Responsibilities included overseeing 25 managers and 100 in-house and delivery personnel. Additional duties included scheduling, payroll, inventory control, cost control and advertising. Average work week generally exceeded 75 hours.

- Implementation of a corporate business plan within a region
- Extensive knowledge of the pizza delivery business
- Experienced in site selection demographic analysis techniques
- Effective multi-location management.
- Strong oral and written communication skills
- Site build-out management

Sperry Corporation, Baltimore, MD

1981-1985

Sales Representative

- Developed sales plan to market Sperry hardware to hospitals in the Baltimore territory
- Account responsibility for U.S. Health, Baltimore County General Hospitals, Scan Furniture and Westinghouse
- Developed the company's first new accounts within the Maryland market
- Achieved above-average sales performance within a new territory
- Conducted market research which determined the market potential available within the region for the company's products
- Attended high potential sales management training seminars
- Extensive mini, micro and mainframe computer background

Education

2004 M.S., Psychology, University of Baltimore,
Baltimore, Maryland

1981 B.A., Economics and Business Administration, Completed degree
requirements B.A., Fine Art, Lafayette College, Easton, Pennsylvania

Current PhD Candidate, Northcentral University, Prescott Arizona

Memberships

American Psychological Association
Certified Appraisal Guild of America
National Auctioneers Association