

# Nikki Bisconer

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## Experience:

### Driving 101, Vancouver, WA, President & Founder

Jan 2006-Present

Wrote and maintained a business plan with a successful marketing plan, pricing, and sales strategies to be profitable without detouring families, created policies and procedures, and put together operating plans so every aspect of the business ran smoothly. My team and I created and continue to update a WA-regulated class curriculum and drive sheet to educate over 2,700 students & WA State Driver License Tests annually. I formed relationships and partnerships with other businesses to help us with finances, accounting software, and legal issues. We built an instructor training program to recruit & train great instructors. We have regular leadership staff meetings for over 20 instructors to excel at work and beyond.

We had a 13-year referral marketing partnership with Toyota.

We worked directly with a school district and two local high schools for 13 years.

One of my most significant accomplishments has been my ability to work as a team with my competitors. When the pandemic started in 2020, all our schools were shut down. We created a plan as an association to safely do drives in a car and change the law to allow classes to be taught through Zoom. Thousands of students were able to finish driving school, and roughly 200 Driving Schools in Washington state survived this event due to the teamwork of this group.

## Education:

Washington State Licensed

2004- Present

Master Examiner, Drive Instructor, & Trainer of Trainer

Portland Community College

1999- 2003

Associate of Applied Science Business Management Degree

Battle Ground High School (Summit View)

1997

High School Diploma

I am an active Leadership book reader (my nerdy book list is available upon request)

## Other:

WBCA Board Member

2022 - Present

WBCA Player & Player Rep, NPL League, Vancouver, WA

2004 - Present

WA Professional Driving School Association, President

2024 - Present

WA Professional Driving School Association, Vice President

2011 - 2024

Stoddard Road Association, Treasurer

2019 - Present