

Sandra B. Cloutier, PhD., HHC, cPT
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Passionate resourceful health counselor and personal trainer with 20+ years of progressive, successful experience in multiple settings. Strengths include technical knowledge, passion for the pursuit of wellness for self and others, superior communication skills in both group and individual settings, and relationship management. Excellent teacher and speaker. Significant corporate experience. Highly professional and confidential. Maintains ongoing active membership with the American College of Sports Medicine, Wellcoaches Corporation, and the Institute for Integrative Nutrition. Professional experience is supplemented by active involvement in a variety of community services organizations, study abroad and extensive travel.

Training and Education

Certified Dream Coach, Dream Coach University, CA (June 2008)

Institute for Integrative Nutrition, Holistic Health Counselor (HHC), (June 2007)

Wellcoaches Corporation, Certified Wellcoach (May 2006)

American College of Sports Medicine, Certified Personal Trainer (cPT), (February 2006)

Professional Development Career Institute, Nutrition Specialist (March 2005)

University of Connecticut; Storrs, CT

- Ph.D., Educational Administration (1989)
- M.S., Sport and Leisure Studies (1982)

Southern Connecticut State University; New Haven, CT

- B.S., Physical Education and Spanish (1979)

Employment History

Pathway to Wellness (1/2005-Present)

Health counselor, self-employed

- Built and delivered wellness related seminars to multiple audiences, ranging from 25-60 attendees. Hold monthly client events.
- Serve as personal wellness coach to numerous clients in nutrition, fitness and lifestyle in order to lead healthy fulfilling lives. One on one counseling sessions handled in person and by phone
- Role model to others in the pursuit of wellness
- Work as independent contractor performing health screenings.

ING/Aetna Inc.; Hartford, CT (1983-2006)

Defined Contribution Center for Professional Development, VP

- Sought after to define need and build training center for Defined Contribution sales professionals
- Built “schools” for Home Office and regional delivery to approx. 65,000 representatives
- Able to penetrate sales channels with quality programming. Sales increased more than 20% year over year.

Mexican Immersion Center, 1 Year Approved Leave of Absence

- Took leave of absence to pursue Spanish culture and language
- Volunteer at Girl Scout World Center
- Volunteer at Montessori de Tepoztlan (preK-12 school)

Education and Training Head, Vice President

- Recruited to revamp training and education function to better service business needs
- Instituted needs assessment and instructional design methodology to all learning events
- Developed evaluation program to assess the effectiveness of training and the impact on the business

Project Manager/Team Leader, Implementation Management Services

- Managed large case takeovers for the 457 business ranging from \$250M to \$3.3B in assets and employee populations from 12,500 to 330,000.
- Built recordkeeping capability, transitioned assets and organized tailored customer service functions to each large client.
- Transition capabilities identified as best in the business.

President, Aetna Insurance Agency, Inc.

- Established nationwide insurance agency to support financial planning initiative
- Negotiated contracts with 15 insurance companies to supply 75+ products
- Designed and built office infrastructure to provide nationwide servicing and processing

Progressive Positions of business analyst, team leader, product champion, planning officer in Individual Life business

- Directed product development lifecycle for life insurance products. Allocated resources including systems, marketing, actuarial functions and the Third Party Administrator.
- Managed the business planning and monthly reporting processes to the Chairman's office. Prepared Vice President's speeches and written communications to internal and external audiences.
- Completed 3 month assignment in Aetna Canada to reengineer the group business.
- Developed price elasticity model of automobile insurance to maximize revenue.
- Managed and delivered market research and competitive analysis

Recreation Instructor/Graduate Assistant, University of Connecticut (1981-82)

- Taught required and elective courses to Recreation majors
- Taught faculty aerobics and dance
- Served as teaching assistant to full professor of Sport Psychology

Physical Education/Coach/Spanish Teacher, Bolton High School, CT (1979-81)

- Developed lesson plans and delivered curriculum to meet student needs
- Coached coed track, girl's basketball and softball (to first ever state tournament)
- Delivered Spanish I curriculum

Special Awards

Gold Medal, Women's Fast Pitch Softball, World Games

Silver Medal, Women's Fast Pitch Softball, National Olympic Sports Festival

Female Athlete of the Century, East Windsor, CT

Workshops / Presentations Delivered

City of Los Angeles
City and County of San Francisco
Commonwealth of Massachusetts
Courthouse Plus, Vernon
Cromwell Health Expo
CRIS Radio
CT Development Authority Health Fair
CT Housing and Finance Authority
CT Women OB/GYN, South Windsor
District of Columbia
Dream Coach University, Corte Madera, CA
Hartford Hospital
Heublin
ING, Corporate Markets Field Office, CA
ING National Sales Conference, AZ
ING, Variable Annuity Leaders Group, PA
ING, Worksite Marketing Organizational, CT
Leadership Greater Hartford
Manchester Community College
PR Smith Elementary School PTO
South Windsor Employee Health Fair
South Windsor Senior Center
Unity Church
Universalist Church of West Hartford
Vernon Adult Regional Education
West Hartford Senior Fair
Whole Foods

Publications

Holistic Health Articles/Newsletters, Monthly

Used for distribution to clients and email subscribers (June '07 to Present)

"Time Management and Personality Hardiness: An Empirical Study of Executives," with Harry J. Hartley, Research Review: Journal of the Society of Insurance Research, July 1990, pp. 45-53.

"A Firm-Level Price Elasticity of Demand of Auto Insurance," with Norman R. Cloutier, Research Review: Journal of the Society of Insurance Research, November 1990, pp. 49-54.

Business Contact Information

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