

**ARTCENTER**  
**ALUMNI RELATIONS**  
**THE BUSINESS OF ART AND DESIGN**

**Trainer Bios**

**Pasadena**

**Nancy Walch (CREATING YOUR PATH – 9/11/17)** founded Walch Consulting, LLC, in 1973 and provides coaching, strategic planning and project development services to a wide range of clients, including Fortune 500 companies, entrepreneurs, artists, arts and cultural organizations and new and established nonprofit organizations. She helps clients, including foundations as well as small organizations, refocus their vision, mission and philanthropic programs. A considerable part of her work involves coaching nonprofit executives and board leaders with the responsibility of taking their vision to the next level. [walchconsulting.com](http://walchconsulting.com).

**Greg Victoroff (LEGAL ISSUES FOR ARTISTS AND DESIGNERS - 10/2/17)** has handled intellectual property and business litigation matters, trials and appeals in state and federal courts, copyright, trademark, and intellectual property contracts and insurance issues in the film, fine art, and music industries since 1979. He has been an arbitrator and mediator resolving complex entertainment and IP disputes, lectures on intellectual property law matters for Bar Associations, law schools, art and music schools across the country. Greg has a B.A. in Theatre and currently performs with the Los Angeles Lawyers Philharmonic Orchestra and his own jazz ensemble. [victoroff-law.com](http://victoroff-law.com)

**Marlon Fuentes (MARKETING AND PROMOTING YOURSELF, YOUR ART/DESIGN OR YOUR BUSINESS - 11/6/17)** Marlon Fuentes brings design thinking and lean startup methods to the forefront of his work as a multi-disciplinary designer, researcher, and entrepreneur. By championing user experience and data, Marlon has changed not only the way he works, but also the organization's he's served and the thousands of professionals who have benefited from his dynamic training seminars. He holds a degree in Ethnomusicology from UCLA and also is a graduate of the UCLA Anderson School of Business Riordan MBA Program where he led business case presentations and learned strategy and leadership development from top MBA professors. He currently works at BuzzFeed Motion Pictures as a Virtual Reality 360° Producer. [marlonfuentes.info](http://marlonfuentes.info)

**Mari Riddle (FINANCIAL LITERACY & MONEY CONSCIOUSNESS FOR ARTISTS AND DESIGNERS - 2/5/18)** is the Executive Director of Grand Performances, and brings over 25 years' experience in executive positions at nonprofits working in community economic development, performing arts, and adult literacy/education, most recently as Program Director of Community Partners. She has served as Executive Director of the Friends of the Levitt Pavilion – MacArthur Park, the Coalition for Women's Economic Development, and TELACU Community Capital, where she was responsible for the strategic

development, management and capitalization of a \$6.5+ million CDFI that provided small business loans and business management workshops to small businesses operating in the low-to-moderate income communities of Los Angeles.

**Corbett Barklie (FINANCING YOUR PROJECT – 3/5/18)** It is the brave new work undertaken at the grassroots level that informs the field, ultimately shapes the work of arts institutions, and expands the palate of the arts consumer. Corbett was the founding director of Loretta Theatre, the executive director of ARTS, Inc., and an NEA assessor and consultant in the Challenge & Advancement Program. Since 2002, Corbett has been an adjunct professor at the USC, School of Dramatic Arts. She is a cultural journalist for KCET's Artbound, where she writes a bi-weekly column, "Arts Shrink". Corbett also produces theater with a focus on new work. [corbettbarklie.com](http://corbettbarklie.com)

**Judith Teitelman (STRATEGIC PLANNING – 4/2/18)** brings 35 years of experience helping grass roots, mid-sized and large organizations strengthen their management and resource generating capacities and effectively plan for the future. Judith is also a mentor to artists working in all disciplines. A skilled, innovative designer and facilitator of meetings and retreats, she regularly works with Board and staff members to institute positive, effective change. As planning consultant, trainer, executive leadership coach and technical assistance specialist, Judith has worked with the NEA, L.A. County Arts Commission, East West Players and many others.

## San Francisco

**Morrie Warshawski (TIME MANAGEMENT – 10/18/17)** has worked in the nonprofit arts sector for over 30 years as an administrator, consultant, facilitator, teacher and writer. Warshawski has extensive experience in the area of strategic planning. He designed and edited a website devoted to strategic planning essays for the NEA called LESSONS LEARNED; and for many years was one of the consultants for the NEA's Advancement Program, which provided 15 months of planning assistance to organizations throughout the U.S. [warshawski.com](http://warshawski.com)

**Nancy Fox (THE ART OF NEGOTIATION – 4/11/18)** Ms. Fox has held top management positions in both the business and not-for-profit sectors: as U.S. Managing Director for a Swiss luxury watch company, as CEO of an art museum and as Executive Director of a symphony. Over the course of her career, her negotiation skills have returned literally millions of dollars to her employers. She founded Negotiation Fox and Negotiation-4-the-Arts in 2010 and 2011, respectively. She received her B.A. from Macalester College and a Master's degree from the Conservatory of Music in Frankfurt, Germany. She continued her education at Shenandoah University, where she studied business law, finance and marketing. In 2004, she received a fellowship to the Stanford Graduate School of Business program on Executive Leadership in the Arts. [negotiationfox.com](http://negotiationfox.com)