



RECEIVED

JAN 12 2021

WHATCOM COUNTY  
COUNCIL

COUNCILMEMBERS:  
Rud Browne  
Barry Buchanan  
Tyler Byrd  
Todd Donovan  
Ben Elenbaas  
Carol Frazey  
Kathy Kershner

APPLICATION FOR APPOINTMENT TO WHATCOM COUNTY BOARDS AND COMMISSIONS

PLEASE PRINT LEGIBLY and COMPLETE ALL ITEMS

Name: Tess Tessler Date: 1/11/21  
Street Address: 4632 California TRAIL  
City: Blaine, WA. Zip Code: 98230  
Mailing Address (if different from street address): \_\_\_\_\_  
Day Telephone: \_\_\_\_\_ Evening Telephone: \_\_\_\_\_ Cell Phone: 970 238-0796  
E-mail address: tess.tessler1945@gmail.com

- Name of board or committee-please see reverse: Child & Family Wellbeing task Force member
- You must specify which position you are applying for. Please refer to vacancy list. # 5 medical & Behavior Health Care
- Do you meet the residency, employment, and/or affiliation requirements of the position for which you're applying? (If applicable, please refer to vacancy list.) \_\_\_\_\_  yes ( ) no
- Which Council district do you live in? \_\_\_\_\_ ( ) One ( ) Two ( ) Three ( ) Four  Five
- Are you a US citizen? \_\_\_\_\_  yes ( ) no
- Are you registered to vote in Whatcom County? \_\_\_\_\_  yes ( ) no
- Have you ever been a member of this Board/Commission? \_\_\_\_\_ ( ) yes  no  
If yes, dates: \_\_\_\_\_
- Do you or your spouse have a financial interest in or are you an employee or officer of any business or agency that does business with Whatcom County? \_\_\_\_\_ ( ) yes  no  
If yes, please explain: \_\_\_\_\_
- Have you declared candidacy (as defined by RCW 42.17A.055, see instructions) for a paid elected office in any jurisdiction within the county? \_\_\_\_\_ ( ) yes  no

You may attach a résumé or detailed summary of experience, qualifications, & interest in response to the following questions.

- Please describe your occupation (or former occupation if retired), qualifications, professional and/or community activities, and education.  
AFTER looking over 2.106.050 on your site, I believe # 5  
medical & Behavioral Health CARE Provider serving young children  
and families. - see resume for further info
- Please describe why you're interested in serving on this board or commission:  
See cover letter

References (please include daytime telephone number): Debby Denny 928 853-5449  
Tom Poston 910 382-9181

Signature of applicant: Tess Tessler

THIS IS A PUBLIC DOCUMENT: As a candidate for a public board or commission, the above information will be available to the County Council, County Executive, and the public. All board and commission members are expected to be fair, impartial, and respectful of the public, County staff, and each other. Failure to abide by these expectations may result in revocation of appointment and removal from the appointive position.

January 11, 2021

To Whom It May Concern:

Hello, I read the job posting for the child, and family wellbeing task force opportunity, and I am very excited to apply. I feel very connected to this subject, and I have a deep caring for children, and parents alike. I have made it my life's purpose to enhance those around me through my accumulated knowledge, wisdom, and insights which I have acquired over my years of living, and studying.

You have asked me why I am interested in serving on this task force, and what comes to mind is, I feel I truly have the background, I have the time, and I have the passion to work with others in this most important venture. I feel strongly that my life long years of experiences have made me uniquely qualified to contribute in this most meaningful cause.

I am enclosing a letter of recommendation from my past manager Ed Smith, who over the years became a true mentor, and friend. He has since passed.

I truly look forward to the possibility of being a part of this task force that would meet the needs of young children and families.

Sincerely, and with anticipation,

Tess Tessler

# TESS TESSLER

1300 N. Indian Valley Way • Flagstaff, Arizona 86004  
(520) 522-9369

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## EDUCATION

**NORTHERN ARIZONA UNIVERSITY** Flagstaff, AZ  
Bachelor of Social Work (BSW), May 1998

**DR. JAY VICTOR SCHERER'S ACADEMY OF NATURAL HEALING** Santa Fe, NM  
Certified Massage Therapist (1000 Hours), May 1983

**CHILD DEVELOPMENT ASSOCIATES TRAINING** Flagstaff, AZ  
CDA Certificate, May 1979

**PARENT EFFECTIVENESS TRAINING** Detroit, MI  
Parent Effectiveness Training Certificate To Teach, March 1976

**CLEARY COLLEGE OF BUSINESS** Ypsilanti, MI  
Business Certificate, June 1965

## WORKSHOPS

- Dale Carnegie Mini Course
- Brian Tracy Motivational Training
- Anthony Robbins Motivational Training
- The Forum (Landmark Education) – Leadership Courses
- Lifespring Awareness Class
- Alpha Truth Awareness Class
- Massage Polarity Training

## EXPERIENCE

4/93 – 3/95

**MASS MUTUAL LIFE INSURANCE COMPANY**  
*Insurance Agent*

- Sold life insurance through appointments set up by phone contacts and personal visits to clients.

4/92 – 2/93

**NEW YORK LIFE INSURANCE COMPANY**  
*Insurance Agent*

- Sold life insurance through appointments set up by phone contacts and personal visits to clients.

1/86 – 4/92

**GLEN ABBEY MEMORIAL PARK AND MORTUARY (SCI CORPORATION)**  
*Pre-Need Memorial Counselor*

- Sold cemetery and funeral arrangements pre-need.
- Gained extensive door-knocking skills; communicated with clients through personal phone calls and home visits.
- Provided workshops and seminars for other counselors.
- Honored as a top producer in Pre-Need office; exceeded corporate production goals 4 years in a row.

## ACTIVITIES/HONORS

- Parents Anonymous Volunteer
- Montessori School of Flagstaff Volunteer
- Member of Golden Key National Honor Society
- Member of PHI ALPHA Honor Society

## COMPUTER SKILLS

- Proficient in Microsoft PC Applications



**Pierce Brothers  
Valley Oaks  
Memorial Park & Mortuary**

MARCH 26, 1988

TO WHOM IT MAY CONCERN:

TESS TESSLER IS THE MOST BRILLIANT SALES REPRESENTATIVE I HAVE EVER HAD IN ANY OF MY SALES ORGANIZATIONS.

DURING MY SIX YEARS IN SALES MANAGEMENT, I HAVE NEVER EXPERIENCED ANYONE ELSE DOING SO WELL, LEARNING SO INTENSELY, SOARING SO HIGH.

I FIRST SPOKE WITH TESS ON THE TELEPHONE ON JANUARY 11, 1986. WE FIRST MET FACE TO FACE ON TUESDAY, JANUARY 14, 1986. THESE WERE MEMORABLE MOMENTS. SHE MADE A REMARKABLE FIRST IMPRESSION. SOME TRAITS I NOTICED WERE HER ENERGY, EMPATHY, PERSUASIVE ABILITY, JOIE DE VIVRE, HONESTY AND INTEGRITY.

ONCE SHE DECIDED TO COMMIT HERSELF TO SELLING OUR PROGRAM, WE WERE ON OUR WAY. DURING THE MONTHS THAT FOLLOWED, SHE AND I WORKED CLOSELY TOGETHER AS SHE BEGAN TO DISTINGUISH HERSELF WITH STEADY INCREASES MONTH BY MONTH.

SOON AFTER I LEFT GLEN ABBEY MEMORIAL PARK IN JUNE OF 1986, SHE BECAME THE TOP PRODUCER IN THAT SALES DEPARTMENT, SURPASSING MANY WHO HAD WORKED THERE, AND IN SALES, FAR LONGER.

SINCE LEAVING GLEN ABBEY, I HAVE FOLLOWED HER CAREER WITH INTEREST AND PRIDE. WE HAVE REMAINED IN TOUCH THROUGH LETTERS, PHONE CALLS, AND OCCASIONAL VISITS. SHE HAS CONTINUED TO GROW. RECENTLY I WAS SADDENED TO LEARN FROM HER THAT SHE WILL BE MOVING OUT OF STATE. SHE WILL BE MISSED.

TESS' BRILLIANCE IN THE FIELD OF PERSONAL SELLING IS PREDICATED ON ONE THING. SHE HAS TO BELIEVE IN THE PRODUCT OR SERVICE WITH ALL HER HEART. THIS RELATES TO THE INTEGRITY I MENTIONED, WHICH IS SUCH A DOMINANT FORCE WITHIN HER PERSONALITY.

TESS WILL BE AN ASSET TO YOUR COMPANY. HIRE HER, PAY HER WELL, AND SHE WILL DO YOU A LOT OF GOOD. BEST OF ALL, SHE WILL INSPIRE YOU, THRILL YOU WITH HER LOVE OF LIFE AND PEOPLE...JUST AS SHE HAS DONE FOR ME!

PLEASE CALL ME COLLECT AT THE NUMBER BELOW IF YOU HAVE FOUND WHAT I HAVE SAID HERE INTERESTING. SPACE DOES NOT PERMIT...

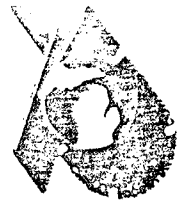
EDWARD SMITH

DIRECTOR OF SALES

*Edward Smith*  
Post Office Box 4365 / Westlake Village, California 91361 / (805) 495-0837. (818) 889-0902



DANIEL T. MURPHY  
Oakland County Executive



WILLIAM M. SPINELLI  
Deputy County Executive

DEPARTMENT OF HUMAN SERVICES - HEALTH DIVISION

L. A. VOLBERDING  
Department Director

ROBERT P. LOCEY, M.D., M.P.H.  
Division Director

July 1, 1977

Hello

I am enclosing  
a few more

TO WHOM IT MAY CONC. Papers I thought

During this past <sup>might be</sup> relevant and I have worked together  
as volunteer members of <sup>relevant</sup> City Youth Assistance Program.  
Ms. Tessler was a welcome <sup>here</sup> our Public Relations and  
Parent Education Committee her enthusiasm, vivacity, and  
willingness to give of herself.

As part of our work together, Ms. Tessler helped organize the  
annual meeting of the Youth Assistance Program. She accepted the  
responsibilities willingly and consistently followed through to complete  
her tasks. She functioned well as a member of the planning committee  
and her joyous personality helped make our task more pleasure than  
work.

I have been impressed with Ms. Tessler's ability to work with  
people. She has the fine sense of knowing what is going on in the  
group and the ability to risk herself to assist the group in  
accomplishing its goal. I would be happy to have Tess Tessler as  
a member of my staff.

Sincerely,

*Adelaide A. W. Williams*  
Adelaide A. W. Williams, M.P.H.  
Chief, Health Education

OAKLAND COUNTY HEALTH DIVISION

1200 North Telegraph Road  
Pontiac, Michigan 48053  
(313) 858-1280

27725 Greenfield  
Southfield, Michigan 48076  
(313) 557-1400

**Juvenile Court for the County  
of Oakland**

JUVENILE COURT JUDGES

DONALD E. ADAMS  
NORMAN R. BARNARD  
EUGENE ARTHUR MOORE  
JOHN J. O'BRIEN

OAKLAND COUNTY COURTHOUSE  
OAKLAND COUNTY SERVICE CENTER  
1200 NORTH TELEGRAPH ROAD  
PONTIAC, MICHIGAN 48053  
TELEPHONE 858-0112

JOHN E. DOWSETT  
DIRECTOR, JUVENILE SERVICES  
JAMES M. McFARLAND  
ASSISTANT DIRECTOR, COURT SERVI  
ANDREW T. YANG, PH.D.  
COORDINATOR, RESEARCH TRAINING  
AND CLINICAL SERVICES

June 29, 1977

RE: TESS TESSLER

To Whom It May Concern:

I am writing in reference to the above captioned individual who has been known to me thru her volunteer work at the Oakland County Youth Assistance Department of the Juvenile Court. As Coordinator of Parent-Education and Public Relations, I have had the opportunity and pleasure to work with Tess over the past year. From my professional and personal associations with her she has demonstrated excellent skills and qualifications for working in a variety of settings.

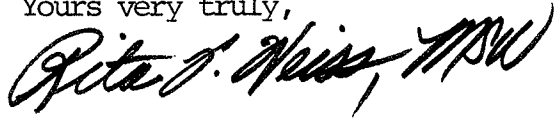
Ms. Tessler demonstrates an ability to establish warm, open relationships with both young people and adults. Thru her work as a member of the Berkley-Huntington Woods Parent-Education Planning Committee she reflected the capacity to develop programs relative to community needs--working with community leaders, parents, professionals, lay persons; a range of different volunteers with opposing views and played a significant role facilitating their working cohesively together. Similarly, she was helpful in delegating tasks to committee members at the same time encouraging enthusiasm and involvement. She always had a positive attitude, and creatively planned programs with the goals of "prevention of juvenile delinquency and neglect" in mind. The project involved brainstorming sessions, planning content and format, seeking resource consultants, developing publicity and recruitment techniques, and an evaluation questionnaire. The program ran for 5 weeks with 130 parents attending regularly to learn more effective parenting skills. It can be stated that Tess' enthusiasm enabled the committee to maintain a stick-to-it-tiveness when the pressure was on and much of the workshops success can be attributed to her participation.

Tess also has been a member of the Public Relations Committee where she has worked on producing a monthly newsletter The Comment, which enlists the support of local citizens in writing articles about facets of the Youth Assistance program in their local community. Most of her time has been involved in coordinating and planning the Annual Meeting which not only involved business, but the creative participation of a local theatre group, Willoway Apprentice Theatre. The young people were a part of the program

where dramatic improvisations provoked discussion about parent-child, student-teacher, and other interpersonal relationship conflicts.

Tess is extremely adaptable and able to accept supervision. She is an asset and credit to the organization and also her peers. I highly recommend her for employment where she is in contact with people.

Yours very truly,

A handwritten signature in black ink that reads "Rita F. Weiss, MSW". The signature is written in a cursive, flowing style.

Rita F. Weiss, MSW  
Family Management Specialist

RFW/pm

Final Summary Comments

Tess Tessler

August 25, 1998

Throughout her placement at Arizona's Children Association, Tess has built a foundation for practice as a generalist social worker. Her experience has involved direct client system contact as well as research, resource development, staffings with community agencies and internal networking within the agency. Tess has demonstrated growth as a generalist social worker both personally and professionally. Tess' positive attitude and big heart make it clear she truly wants to help others. During this placement, Tess has dealt with some difficult issues which have resulted in personal growth; she seems more realistic in assessing client system needs, has more appropriate boundaries and is realizing that despite her best efforts and intentions, there are people who may continue to experience problems in their lives. Tess has built on her professional skills and knowledge in this placement by completing weekly projects designed to create a well rounded experience. Such projects included the topics of anger management, stress management, nutrition, parenting skills, community resources, bilingual resources, assessment and community agency interaction. Tess is dependable and a self starter who consistently completes work in a timely manner. She demonstrates positive regard for client systems, recognizes the unique differences of people and is committed to promoting social justice as a generalist social worker.

*Rhonda J. Barnes, MSW*



San Diego Trust & Savings Bank  
San Diego, California

RAYMOND C. YARGEAU  
SENIOR VICE PRESIDENT

November 22, 1991

Miss Tess Tessler  
4926 Via Lapiz  
San Diego, CA 92122

Dear Miss Tessler,

Recently, I read a comment submitted by Andrea Tottress, a customer service representative at our Bonita Office, describing the fact that you returned a \$100 bill given to you in error. Though I realize that Andrea sent you a note of appreciation, I'd like to add my thanks as well.

Unfortunately, similar bank errors occasionally are viewed as "found money" by recipients. A thoughtful act such as yours helps rekindle our conviction that most customers are inherently honest and, thus, deserving of our trust as they deal with us regarding financial matters.

Please accept the enclosed gift certificate as a token tribute to your honesty.

Sincerely,



Raymond C. Yargeau

RCY/gct  
Enclosure

cc: A. Tottress  
P. Baldwin



### Tess Tessler

Tess Tessler, Field Supervisor at Glen Abbey in California, achieved her Million Dollar Club status last year by door knocking. Last month she sold nine mausoleum crypts in one sale by knocking on a door. We interviewed Tess, together with Carl Chodowski, Sales Manager of Glen Abbey, to find her "magic formula" for success.

Tess started as a counselor on the phones at Glen Abbey in January 1985. "I soon realized that the phones weren't right for me. I wanted to go out and meet people. I need to see people."

After learning the presentation, she started Personal Direct Contact and on her first day while prospecting, she encountered six people that were interested in receiving information. She now spends more time working with referrals.

"I can't wait to see who God brings to me today," is her basic philosophy. "To me it is more than just selling cemetery property. I want to get to know the families. I sell myself first, establishing a rapport with the person. Then I sell cemetery property."

## DOES PDC, BETTER KNOWN AS DOOR KNOCKING, REALLY WORK?

Both Tess and Carl follow the same guidelines:

1. Prospecting
2. Following up - setting appointments
3. Giving presentations
4. Making a sale
5. Getting referrals

What are your rules for successful door knocking?

1. Know your product. Study your script and make professional presentations.
2. Feel good about yourself. When you feel good about you, it is reflected in your attitude and body language.
3. Behave in a professional manner and look that way, too.

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### *"Feel good about yourself."*

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How do you prepare yourself mentally to knock on doors?

1. Know that you're helping people and doing your job at the same time. Helping people makes **YOU FEEL GOOD!**
2. Believe in our product and know that **YOU ARE NEEDED.** Behind every door there is someone you can help. They need the service you have to offer.
3. Know that **YOU WILL BE SUCCESSFUL.**

What do you say to a counselor who has prospected all day, has not set any appointments and is feeling depressed?

"When you're feeling depressed, go out and make someone happy!"

Carl does not dwell on the negative...once you get it out of the way something positive will happen. So when you knock on a door and the person answering is negative, that's good, because the next door you come to may have someone who is anxious to listen to you.

As you can see, there is really no "magic formula". Tess and Carl are just following the natural progression from prospecting to making the sale and getting referrals. Tess is a vivacious, caring person who acts and dresses professionally. She wants to serve the people she meets and that attitude is projected by her actions.

There is no "magic formula" in the fact that Tess and Carl work together as a team. They have regular meetings where they set goals. "Everybody requires maintenance. If you don't, you become stagnant," is Carl's philosophy and this is reflected by the way he works with his sales team.

Thank you, Tess and Carl, for showing us that door knocking really works.

which is very interesting

Tess, I wanted to share something with you that I was asked to do in Vermont, I think you might have liked to hear this. My professor Bonnie, the last day of class asked us to write in our journals answering the following question: who in your life has nurtured you and given you a voice? We were only allowed to pick one person. After minutes of deeply concentrated thought, I had a very hard time choosing between you and dad. In turn, both of you have nurtured me and given me a voice. I finally decided to choose Tess, and reflected on the following in my journal: "My stepmother Tess came into my life at 6 years old, and she was nothing close to wicked. I had always had a mother who never listened to me, and when she did, she would either tell me to shut up and that I talk too much, or just laugh at me. At an early age I had very deep thoughts and liked to express myself, most likely imitating my father. My stepmother Tess, would always listen to me, she always showed enthusiasm in listening to me, therefore giving me a voice. She always asked me to elaborate and encouraged me to always find more information on my interests. I think this is essential in the development of the emotional intelligence of a child. She most likely was the one who saved my little spirit from being crushed, and to this day I can conclude that her contribution to giving me a voice has helped make me the university professor I am today." This was what I wrote, and I thought you

8/24/2012

\* This is an e-mail to me from my step daughter. It's an e-mail I believe every parent would be grateful to read. I am one of those grateful step-parents that received. She was 24.

**tess@tesstessler.com**

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**From:** "Emilia Gracia" <laprincesa071788@hotmail.com>  
**Date:** Tuesday, January 17, 2012 8:54 AM  
**To:** "tess" <tess@tesstessler.com>  
**Subject:** Random  
Hi Dad and Tess,

This is not an emergency email asking you to do outrageous and stressful favors for me or anything like that.

I have been doing a lot of reflecting lately, and I felt the urge to write you and Dad a thank you email.

Thank you for always being there.  
Thank you for caring.  
Thank you for believing in me.  
Thank you for supporting me even if you didn't agree with what I was doing.  
Thank you for making me believe in myself.  
Thank you for teaching me integrity.  
Thank you for teaching me practicality.  
Thank you for demonstrating what it is to be honest and hard working.  
Thank you for always putting my education as priority.  
Thank you for teaching me to pay bills on time.  
Thank you for always letting me be me.

Most importantly, Thank You for raising me to be an honest, hard working, well educated, and INDEPENDENT and AUTOSUFFICIENT adult. Thank you.

Love,

Em

Here is another email from my step daughter  
Emilia.

## THE HEART OF SOCIAL WORK

A profession of community, of caring and hope  
A profession whose goal is to help people cope  
A profession of change and adjustment to living  
A profession to balance the taking and giving

How do we teach this Marvelous Mystery  
The skills for today and respect for our history  
The Values and Ethics, the Group and the Ego  
Assessment and Interventions in Micro and Macro

We must listen and learn as we try to impart  
What to some is a science, must be learned as an art  
In each learner's style is a kernel of truth  
And knowledge is stored until it grows into use

In a People's Profession where We are the tool  
The lessons of life are not all in school  
Though content and theory are a valuable part  
If the seed is to flourish it must be touched by the HEART

*Eleanor Nay-Chiles, 1997*