

Kenton H Johnson, MS

Western USA • (302)KentonJ • Resume@KentonHJohnson.com

Kenton is a successful 45+ year veteran of project development, marketing, sales and writing for: business, government and non-profits, in both technical and non-technical markets. Using his many [skills](#), he has developed or launched several businesses and projects.



Education/Certification

Certificate, Corporate Finance, Wharton School, University of Pennsylvania, Philadelphia, 2013

Certificate, Community Emergency Response Team (CERT), North Central Region, Clear Creek County, Colorado, 2008

Certificate, Marketing, University of Colorado, Denver, Colorado, 1995

License, Professional Engineer, State of Colorado, 1975

Credential, Community College Instructor, Computer and Related Technologies, California, 1973

Post Graduate, 66 units, Technology & Business, University of Southern California, Los Angeles; University of Colorado, Colorado Springs/Boulder/Denver, 1972-1977

BS, General Engineering, 1970. **MS**, Inter-Disciplinary Systems, California State University, San Jose, 1972

Additional Information *(Click links - reload if slow to redirect)*

Skills • Writing • Recommendations

Specific Resumes: [Financial Analysis](#) • [Writing](#) • [Sales](#) • [Prop Management](#) • [Teaching](#)

History

Prosper Systems LLC, Founder / Chief Consultant / Buyer

Jan 2005 - Present

Property Ownership Transition: Collaborate with Owners of large properties and Cash Purchasers around the world: Businesses – Technical with growing US\$100MM++ value; Turnkey Income Properties – Apartment Complexes, Malls, Office Buildings, Industrial Parks; Energy Fields – Oil, Gas, Wind, Solar; Mines – Gold, Silver, PGM, Other Metals, Other Minerals. [See Sales](#)

Business Planning/Funding: as Chief Consultant or Chief Capital Officer (CCO), prepare clients for funding presentations for new and existing businesses from \$20K to \$2B. Introduce funders. Analyze marketing plans, sales plans, financial statements, management team and business operations; provide additional management team members available upon funding; analyze document compliance; update all documents for presentation; develop funding presentation strategies and assist with presentation preparation; assist with funder negotiations; provide additional administrative services or personnel; and prepare for and sell the business at the best time and ROI. [See CCCC](#)

Real Estate Investment: manage the tools and professionals to acquire large commercial property such as apartment complexes via a passive program to take the

research, management and confusion out of real estate investing or an active program to research, obtain and manage real estate. See [REinvestment](#)

Internet Marketing: (make a) Great Offer – Get (prospect) Information Today (builds a database) – Market, Market, Market (gently). See [GOgitMMM](#)

Excellent House LLC, Managing Partner **Nov 2004 - Dec 2009**

Found, improved and marketed financially or physically depressed properties in nice neighborhoods – working with investors, retail buyers, lenders, and other real estate services, to create and winning result for all. Managed several units and projects.

See [ExcellentHouses.com](#)

CompWellness Network, Founder/Director **Sep 1996 - Jan 2012**

International, dynamic, growing organization of healthcare practitioners, practitioner groups and related businesses, as well as a strong marketing organization yielding low overhead for the sponsoring members and high impact towards the group's mission. Sold to another publisher. See [CompWellness.net](#) and [CompWellness.org](#)

High-Tech Marketing, Principal Consultant **Jan 1991 - Aug 1996**

Created and executed marketing plans, promotions and sales for high-tech companies of many sizes. Increased sales by as much as 400%. See [HTMC](#)

Engineering Computer Applications, Chief Consultant/Editor **Aug 1978 - Dec 1990**

Designed and implemented 100s of Complex Technical hardware and software applications. Studied and implemented Computer-Aided-Design/Drafting (CADD) systems. Construction, engineering, geological, scientific, political and administrative. Mainframe, timeshare and PCs. International newsletter for Engineers (*ECAM*). 50 Seminars US and abroad. DBAs: Engineering Computer Applications Newsletter (*ECAM*) and Colorado Computer Consulting. See Samples: [ECAN](#), [Seminars](#)

Denver Water Department, Scientific Consultant **Jan 1976 - Aug 1978**

Trained, organized and consulted engineers and techs on utilizing new mainframe computer: newsletters, classes, subprogram development, software conversions, documentation and direct assistance. See [Program Library Documentation](#)

Systems Development Corporation, Sr Analyst/Engineer **Mar 1973 - Sep 1975**

Designed and implemented hardware and software systems in NORAD Cheyenne Mountain. *Clearance: Top Secret*. See [Cheyenne Mountain](#)

US Air Force, Lieutenant, ELINT Programming **Aug 1971 - Mar 1973**

Led programming team on SR-71 ELINT system. *Clearance: Top Secret, Special Intelligence*. Honorable Discharge from Reserves, 1975. See [USAF SR-71](#)

City of San Jose Traffic Division, Chief Programmer **Sep 1967 - Aug 1971**

Programmed and created documentation system for all applications to implement the most state-of-the-art automated traffic system in world at that time: statistical analysis, reliability, routing and graphing. See [Software Manual](#), [Current System](#)

Part-Time, summers and school year: MS Thesis; Programmer/Analyst, USDA Forest Service Transportation Systems Planning Development Project (highest-paid student position); Manager, 12- and 24-unit Apartments; Water Quality Analyst (led to Traffic Division programmer); Mystery Shopper; Math Prof Assistant. *Thesis, USFS*

Accomplishments (partial list – additional online)

Continuously studying business startups and financing. **Mentoring multi-national and local businesses.** Founded Meetup - Startups 2.0™

Building us\$100mm+ Startups, preparing them for **sale**, and actively **expanding** Companies, Collaborators and Capital sources.

Documented, publicized and co-developed **state-of-the-art mixed-qualitative / quantitative decisions-making system** for transportation, other planning and business.

Dozens of confirmed **predictions** and **action on them**: Business, Marketing, Sales, Computers, Web Tech, Other Tech, Mining, Real Estate, Social Movement, Video Tech, Wind Tech and Drones

Engineering Computer Applications Newsletter (ECAN) - wrote and published **highly-respected international A-E-C newsletter on PCs**, starting 2 years before IBM's PC, as well as 5 **books**, 3 **journals**, 5 current **websites**, 2 current **blogs**, and 100s of technical **columns/articles**. See **Publications** below.

Marketed, sold and presented 50+ well-received state-of-the-art computer and interactive graphics **seminars** in the USA/Europe. See *latest Course Proposal*.

Pioneered **GOgitMMM™ marketing and web sites** with superior online presence.

Provided **technical marketing** to computer, building and **health industries**.

Developed **1000s of real connections** and information sources **worldwide**.

Launched a **ground-breaking technical software product** into several national and international technical markets, including major marketing and sales campaigns, full trade show booth/ participation, publicity campaigns, advertising, direct mail, promotionals, databases and all literature.

Marketed **legislative voting system** into city and county governments, in the US and internationally, including major marketing and sales campaigns, display booth/participation, publicity campaigns, advertising, promotionals, databases and new literature.

Member and contributor, **several professional groups** and **organizations**.

Marketed and managed **technical drawing conversion** for major graphics systems, outselling the other four salesmen combined.

Train, consult and support 100s of **entrepreneurs** and **real estate investors**

Professional Engineer (PE) License, State of Colorado (*expired*), preceded by **Engineer in Training** (EIT), California.

Completed a **pioneering Inter-Disciplinary MS** in Cybernetic Systems - California State University, San Jose.

Developed new comprehensive **PC guidelines** within very wide-ranged user and management understanding and opinions.

Speak, read, write some **Spanish/French** and **edit** romance-language to English **translations** - marketing *and* technical.

Led software upgrades and implementation, **multi-\$B SR-71 ELINT system** for live Asian missions.

Senior Analyst/Engineer, **multi-\$B NORAD Cheyenne Mountain upgrade**, (*within 18 months of university graduation*).

Managed profitable **real estate projects**: apartment houses, rehabs, as well as others' and personal rentals.

Co-developed and fully-documented analysis applications for world's **premiere computer traffic control system**.

Developed **full redistricting mapping system** to street level from scratch for 11 state governments.

Launched several **Computer-Aided Design and Drafting (CADD)** mini and PC systems.

Advanced **computerized design, development and cost accounting** - major state road construction tech and 100s of Engineering, Architecture and Construction firms across the USA.

Designed, promoted and **enrolled 591** (*mostly*) **non-marketing-oriented practitioners** into Metro Denver then national professional health association, and **Guides, Journals** and **Website** (with larger *eGuide* and continuing *eLetter / eJournal*) - single-handedly 300 in 2 years then 211 more in next 4, plus 80 through a Louisiana practitioner.

Developed several complex **feasibility studies and implementation plans**.

First consultant then led team implementing **new mainframe computer use** for water Engineering/Planning.

Promoted, and often managed, top-management **decision-making groups and project task forces**.

Improved **customer relations** of professional teams, streamlining project and decision-making activities.

Wrote **reorganization plans** to consolidate diverse computer activities into smooth-functioning groups.

Upgraded documentation, work scheduling, reporting and general communications standards in several technical organizations.

Successfully **marketed, sold, and supported**, via phone, mail and directly: software, computer and other products, as well as **environmental** and automated services.

Created and executed **marketing plans**, promotions and sales for **high-tech companies** of many sizes. **Increased sales by as much as 400%**.

Promoted, sold, and **managed** consulting and programming **contracts** for interactive graphics, technical analysis, and office applications.

Publications (partial list – additional online)

Online Business Articles - Startups, Wealth, Leadership, *GOgitMMM™ Power Internet Marketing*, Books/ Startups, Internet Marketing & Glossaries - author, edit, maintain, market, 10pp, 2014-

Top Vitas Online CV, Resume, Bio Site - *TopVitas.com* - author, edit, maintain, market, 20pp, 2010-

Prosper Systems Blog - Business Success and Wealth - author, edit, maintain, market, 40pp, 2009-

Website Building using GoDaddy.com's Website Tonight - *Website Yesterday* - author, co-author, edit, maintain, market, 7pp, 2008-

Business Information Articles - *ProsperSystems.biz* - author, edit, maintain, 200pp, 2005-

Millionaire Mind Financial Freedom Account Consultation - *MMFFA* - authored, maintain, market, Chief Consultant, 2pp, 2004-

Several Business Documents - authored, revised, edited, promoted, 2-50pp ea, ~50, 1994-:

Formats (Overviews and Business Plans);

Overviews;

Sales Sheets;

Business Plans;

Marketing/Sales Plans/Systems.

CompWellness

The Magic of Bio-Algae Concentrates: The Michael Kiriac Story - collaborated, edited, published, 48pp, 2003. *Free download.*

CompWellness Network - *CompWellness.org* - author, co-author, edit, maintain, market, until sold to another publisher, 700pp, 2003-2012

Complementary Wellness Journal, Denver Metro - authored, co-authored, edited, published, distributed, 6-16pp each, bi-monthly, 2001-2003. [Sample 16pp PDF.](#)

CompWellness Blog - Full-Spectrum Healthcare - co-authored, edited, maintained, marketed, 20pp, 2009-2012

WebPages / Online Brochures - *CompWellness.org* sub-sites - some doubled as 2-column/ 2-sided stand-up brochure - authored, co-authored, edited, maintained, marketed, 1-5pp ea, 3 dozen, 2000-2012

21st Century Wellness eLetter as part of **CompWellness** - authored, co-authored, edited, maintained, marketed, 2-4pp ea, 37 issues, 1999-2012

Wellness eJournal as part of **CompWellness** - authored, co-authored, edited, maintained, marketed, 2-4pp each, 65 articles to date, 1999-2012

Complementary Healing eGuide - 100 modalities, in **CompWellness** - authored, co-authored, edited, maintained, marketed, 200pp, 1999-2012

CompWellness.net - Full-Spectrum Healthcare information - authored, co-authored, edited, maintained, marketed, sold to another publisher, 500pp, 1999-2003

Complementary Healing Guide, New Orleans Metro/Northshore - 48-modality text supported by local practitioners - co-authored, edited, helped publish and market, 112pp, 2000. Text combined into the *eGuide at CompWellness.org*.

Complementary Healing Guide. Text combined into the *eGuide at CompWellness.org*. [Click here](#) or [image](#) for full eBook version.

Denver Metro - 45-modality text supported by local practitioners - authored, co-authored, edited, published, distributed, 144pp, 1998.

Boulder County - 49-modality text supported by local practitioners - authored, co-authored, edited, published, distributed, 128pp, 1997

Denver Metro - 36-modality text supported by local practitioners - authored, co-authored, edited, published, distributed, 128pp, 1997.

Books / Booklets

Buying A Small Computer, American Consulting Engineers Council (ACEC) and Construction Industry Press; adapted to **ASCE article** ([reprint page](#)) - authored, edited, 34pp, 1981-2. [Web Search](#).

Article reprint compilations from *Engineering Computer Applications Newsletter (ECAN)* - authored, compiled, edited, published, marketed, sold, 16-28pp ea, half dozen, 1980-1981.

Articles / Presentations / Media Placements

Several **articles** and **media placements** - computers, emergency preparation, wellness, CADD - authored, edited, placed, 1-4pp ea, ~100, 1985-2003

Several **invited papers** and **presentations** for several technical groups, and articles for one dozen national and local technical periodicals ([road](#), [civil](#), [construction](#), [graphic](#), [professional engineering](#)) - authored, edited, 1-20pp ea, ~50, 1980-1986.

Computer Alternative Studies and Master Plans - Colorado Computer Consulting (CCC) and ECA Inc, authored, edited, 12-100pp ea, 5 dozen, 1978-1987:

CADD Opportunities - Sigma Design;

Computer-Aided Drafting Alternatives Study - Johns-Manville Sales Corporation;

Computer Alternatives Study - Centennial Engineering;

Computer Alternatives Study - Victor Huff & Associates;

Computer Automation Master Plan - EC Jordan;

Long-Term Computerization Plan - Stetson-Harza AEP.

Newsletters / Documents

Engineering Computer Applications Newsletter (ECAN) - ECA Inc, authored, co-authored, edited, published, distributed, 6-14pp ea, monthly, 1979-1985. [Copyright Search](#).

Decision-making articles, *Systemation Letter* - authored, edited, 4pp ea, 4 issues, 1974-1975. [Search for others](#).

Scientific Program Library Documentation and ***SPARKS Newsletter*** - Denver Water Department, Colorado, authored, edited, 250pp, 1978 In-house technical **users newsletter**, *SPARKS* - Denver Water Department, Colorado, authored, edited, 1pp ea, bi-monthly, 1977-1978 -->

Goal-Fabric Analysis (for mixed, qualitative-quantitative decision making) - thesis, California State University, San Jose, authored, edited, published, adapted to USFS and Systemation, 115pp, 1972

San Jose Traffic Control Project Program Documentation-Operations Manual - Research and Development Department, City of San Jose, California, co-authored, edited, 600pp, 1971

Traffic Census Computer User's Manual - USDA Forest Service Transportation Systems Planning Development Project, California State University, San Jose, co-authored, edited, 500pp, 1970

Other Writings – Several major entries at [Google](#), including the above references:

Blogs – [Blog.Prospersystems.biz](#) and [Blog.CompWellness.org](#), several posts, 2009-

Health Articles – at [CompWellness.org](#), 1999-2001

Health in other cities – five “Places” articles in the *Wellness eJournal*, 1999-2000

Older Articles – on [Google](#)

Additional Information

Vita – [KentonHJohnson.com](#)

Skills – [Skills.KentonHJohnson.com](#)

Recommendation Letters – [Recommendations.KentonHJohnson.com](#)