islative File Info.
13-2684
12/11/2013
13-2500
12/11/13 8



Memo

То:	Board of Education
From:	GARY YEE, EdD, ACTING SUPERINTENDENT; By: MARIA SANTOS, Deputy Superintendent
Board Meeting Date:	: 12/11/2013
Subject:	Professional Service Contract
Contractor:	Eric Clayton of Oakland, CA
Services for:	305-OAKLAND TECHNICAL

Board Action Requested and Recommendation: Ratification by the Board of Education of a Professional Services Contract between the District and Eric Clayton, Oakland, CA, for the latter to provide: 722 hours of Brief Intervention for Substance Abuse techniques with students, facilitation of individual and group counseling sessions, development and maintenance of a student tracking system, support of the implementation of a substance abuse program at Oakland Technical High School, and participation in biweekly Coordination of Services Team meetings for the period of 08/05/2013 through 12/31/2013 in an amount not to exceed \$20,216.00.

Background:

(A one paragraph explanation of why the consultant's services are needed.) Oakland Technical High School's California Healthy Kids data indicate the need for substance use/abuse prevention and intervention services for students; the Safe and Supportive Schools grant supports services that respond to the needs indicated by the surveys of the site's students, staff, and parents.

Discussion:

(QUANTIFY what is being purchased.)

722 hours of Brief Intervention for Substance Abuse techniques with students, facilitation of individual and group counseling sessions, development and maintenance of a student tracking system, support of the implementation of a substance abuse program at Oakland Technical High School, and participation in biweekly Coordination of Services Team meetings

Board Office Use: Leg	islative File Info.
File ID Number:	13-2684
Introduction Date:	12/11/2013
Enactment Number:	13-1500
Enactment Date:	12/11/13 0



Fiscal Impact: Funding resources below not to exceed \$20,216.00

\$20,224.80 S3 Safe & Supportive Schools

 Attachments:
 Professional Services Contract including Scope of Work

 Waiver Summary
 Resume / Statement of Qualifications

 EPLS Search Results Page
 Insurance Certification (if no Waiver was granted)

Board Office Use: Leg	islative File Info.
File ID Number	13-2684
Introduction Date	12/11/2013
Enactment Number	3-2500
Enactment Date	12/11/13 02



PROFESSIONAL SERVICES CONTRACT 2013-2014

This Agreement is entered into between Eric Clayton
(CONTRACTOR) and Oakland Unified School District (OUSD). OUSD is authorized by Government Code Section 53060 to contract for
the furnishing of special services and advice in financial, economic, accounting, engineering, legal, and administrative matters with persons
specially trained, experienced, and competent to perform such services. CONTRACTOR warrants it is specially trained, experienced, and
competent to provide such services. The parties agree as follows:

- 1. Services: CONTRACTOR shall provide the ("Services" or "Work") as described in Exhibit "A," attached hereto and incorporated herein by reference.
- Terms: CONTRACTOR shall commence work on _________, or the day immediately following approval by the Superintendent if the aggregate amount CONTRACTOR has contracted with the District is below _______ in the current fiscal year; or, approval by the Board of Education if the total contract(s) exceed _______, whichever is later. The work shall be completed no later than 12/31/2013
- 3. Compensation: OUSD agrees to pay CONTRACTOR for services satisfactorily rendered pursuant to this Agreement. The compensation under this Contract shall not exceed Twenty Thousand, Two Hundred Sixteen

Dollars (\$20,216.00) [per fiscal year], at an hourly billing rate not to exceed \$28.00 per hour. This sum shall be for

full performance of this Agreement and includes all fees, costs, and expenses incurred by Contractor including, but not limited to, labor, materials, taxes, profit, overhead, travel, insurance, subcontractor costs, and other costs.

If CONTRACTOR will be compensated hourly for services provided under this Contract, CONTRACTOR shall describe in Exhibit "A," attached hereto, the specific scope of services to be delivered on an hourly basis to OUSD.

OUSD shall not be liable to CONTRACTOR for any costs or expenses paid or incurred by CONTRACTOR in performing services for OUSD, except as follows: No Reimbursements

Payment for Work shall be made for all undisputed amounts in monthly installment payments within forty-five (45) days after CONTRACTOR submits an invoice to OUSD for Work actually completed and after OUSD's written approval of the Work, or the portion of the Work for which payment is to be made.

The granting of any payment by OUSD, or the receipt thereof by CONTRACTOR, shall in no way lessen the liability of CONTRACTOR to correct unsatisfactory work, although the unsatisfactory character of that work may not have been apparent or detected at the time a payment was made. Work, which does not conform to the requirements of this Agreement, may be rejected by the District and in that case must be replaced by CONTRACTOR without delay.

4. Equipment and Materials: CONTRACTOR shall provide all equipment, materials, and supplies necessary for the performance of this

5. CONTRACTOR Qualifications / Performance of Services:

CONTRACTOR Qualifications: CONTRACTOR warrants it is specially trained, experienced, competent and fully licensed to provide the Services required by this Agreement in conformity with the laws and regulations of the State of California, the United States of America, and all local laws, ordinances and,/or regulations, as they may apply.

Standard of Care: CONTRACTOR warrants that CONTRACTOR has the qualifications and ability to perform the Services in a professional manner, without the advice, control, or supervision of OUSD. CONTRACTOR's services will be performed, findings obtained, reports and recommendations prepared in accordance with generally and currently accepted principles and practices of its profession for services to California school districts.

- 6. Invoicing: Invoices furnished by CONTRACTOR under this Agreement must be in a form acceptable to OUSD. All amounts paid by OUSD shall be subject to audit by OUSD. Invoices shall include, but not be limited to: Contractor name, Contractor address, invoice date, invoice number, purchase order number, name of school or department service was provided to, period of service, name of the person performing the service, date service was rendered, brief description of services provided, number of hours of service, hourly rate, total payment requested.
- Notices: All notices and invoices provided for under this Agreement shall be in writing and either personally delivered during normal business hours or sent by U.S. Mail (certified, return receipt requested) with postage prepaid to the other party at the address set forth below:

Requisition No. R0400283

P.O. No. _____

Notice shall be effective when received if personally served or, if mailed, three days after mailing. Either party must give written notice of a change of address.

8. Status of Contractor: This is not an employment contract. CONTRACTOR, in the performance of this Agreement, shall be and act as an independent contractor. CONTRACTOR understands and agrees that it and all of its employees shall not be considered officers, employees, agents, partner, or joint venture of OUSD, and are not entitled to benefits of any kind or nature normally provided employees of OUSD and/or to which OUSD's employees are normally entitled, including, but not limited to, State Unemployment Compensation or Worker's Compensation. CONTRACTOR shall assume full responsibility for payment of all Federal, State, and local taxes or contributions, including unemployment insurance, social security and income taxes with respect to CONTRACTOR's employees. In the performance of the work herein contemplated, CONTRACTOR is an independent contractor or business entity, with the sole authority for controlling and directing the performance of the details of the work, OUSD being interested only in the results obtained.

9. Insurance:

- 1. Unless specifically waived by OUSD, the following insurance is required:
 - i. If CONTRACTOR employs any person to perform work in connection with this Agreement, CONTRACTOR shall procure and maintain at all times during the performance of such work, Workers' Compensation Insurance in conformance with the laws of the State of California and Federal laws when applicable. Employers' Liability Insurance shall not be less than One Million Dollars (\$1,000,000) per accident or disease.

Check one of the boxes below:

□ CONTRACTOR is aware of the provisions of Section 3700 of the Labor Code which require every employer to be insured against liability for workers' compensation or to undertake self-insurance in accordance with the provisions of that code, and will comply with such provisions before commencing the performance of the Work of this Contract.

CONTRACTOR does not employ anyone in the manner subject to the workers' compensation laws of California.

- ii. CONTRACTOR shall maintain Commercial General Liability insurance, including automobile coverage with limits of One Million Dollars (\$1,000,000) per occurrence for bodily injury and property damage. The coverage shall be primary as to OUSD and shall name OUSD as an additional insured. Evidence of insurance must be attached. Endorsement of OUSD as an additional insured shall not affect OUSD's rights to any claim, demand, suit or judgment made, brought or recovered against CONTRACTOR. The policy shall protect CONTRACTOR and OUSD in the same manner as though each were separately issued. Nothing in said policy shall operate to increase the Insurer's liability as set forth in the policy beyond the amount or amounts shown or to which the Insurer would have been liable if only one interest were named as an insured.
- iii. If CONTRACTOR is offering OUSD professional advice under this Contract, CONTRACTOR shall maintain Errors and Omissions insurance or Professional Liability insurance with coverage limits of One Million Dollars (\$1,000,000) per claim.

OR

- CONTRACTOR is not required to maintain any insurance under this agreement. (Completed and approved Waiver of Insurance Form is required.) Waiver of insurance does not release CONTRACTOR from responsibility for any claim or demand.
- 10. Licenses and Permits: CONTRACTOR shall obtain and keep in force all licenses, permits, and certificates necessary for the performance of this Agreement.
- 11. Assignment: The obligations of CONTRACTOR under this Agreement shall not be assigned by CONTRACTOR without the express prior written consent of OUSD.
- 12. Non-Discrimination: It is the policy of OUSD that in connection with all work performed under Contracts there be no discrimination because of race, color, ancestry, national origin, religious creed, physical disability, medical condition, marital status, sexual orientation, gender, or age; therefore, CONTRACTOR agrees to comply with applicable Federal and California laws including, but not limited to, the California Fair Employment and Housing Act beginning with Government Code Section 12900 and Labor Code Section 1735 and OUSD policy. In addition, CONTRACTOR agrees to require like compliance by all its subcontractor(s). CONTRACTOR shall not engage in unlawful discrimination in employment on the basis of actual or perceived; race, color, national origin, ancestry, religion, age, marital status, pregnancy, physical or mental disability, medical condition, veteran status, gender, sex or sexual orientation.

	R0400283		P1401216
Poguisition No.		PO No.	

- Drug-Free / Smoke Free Policy: No drugs, alcohol. and/or smoking are allowed at any time in any buildings and/or grounds on OUSD property. No students, staff, visitors, CONTRACTORS, or subcontractors are to use controlled substances, alcohol or tobacco on these sites.
- 14. Indemnification: CONTRACTOR agrees to hold harmless. indemnify, and defend OUSD and its officers, agents, and employees from any and all claims or losses accruing or resulting from injury, damage, or death of any person, firm, or corporation in connection with the performance of this Agreement. CONTRACTOR also agrees to hold harmless, indemnify, and defend OUSD and its elective board, officers, agents, and employees from any and all claims or losses incurred by any supplier, contractor, or subcontractor furnishing work, services, or materials to CONTRACTOR in connection with the performance of this Agreement. This provision survives termination of this Agreement.
- 15. Copyright/Trademark/Patent/Ownership: CONTRACTOR understands and agrees that all matters produced under this Agreement shall become the property of OUSD and cannot be used without OUSD's express written permission. OUSD shall have all right, title and interest in said matters, including the right to secure and maintain the copyright, trademark, and/or patent of said matter in the name of OUSD. CONTRACTOR consents to use of CONTRACTOR's name in conjunction with the sale, use, performance and distribution of the matters, for any purpose and in any medium. These matters include, without limitation, drawings, plans, specifications, studies, reports, memoranda, computation sheets, the contents of computer diskettes, artwork, copy, posters, billboards, photographs, videotapes, audiotapes, systems designs, software, reports, diagrams, surveys, source codes or any other original works of authorship, or other documents prepared by CONTRACTOR or its Sub-CONTRACTORs in connection with the Services performed under this Agreement. All works shall be works for hire as defined under Title 17 of the United States Code, and all copyrights in those works are the property of OUSD.
- 16. Waiver: No delay or omission by either party in exercising any right under this Agreement shall operate as a waiver of that or any other right or prevent a similar subsequent act from constituting a violation of the Agreement.
- 17. **Termination**: OUSD may at any time terminate this Agreement upon written notice to CONTRACTOR. OUSD shall compensate CONTRACTOR for services satisfactorily provided through the date of termination. In addition, OUSD may terminate this Agreement for cause should CONTRACTOR fail to perform any part of this Agreement. In the event of termination for cause, OUSD may secure the required services from another contractor. If the cost to OUSD exceeds the cost of providing the services pursuant to this Agreement, CONTRACTOR shall pay the additional cost.
- 18. **Conduct of CONTRACTOR**: CONTRACTOR will adhere to the following staff requirements and provide OUSD with evidence of staff qualifications, which include:
 - 1. **Tuberculosis Screening**: CONTRACTOR is required to screen employees who will be working at OUSD sites for more than six hours. CONTRACTOR affirms that each employee has current proof of negative TB testing on file and **T**B results are monitored.
 - 2. Fingerprinting of Employees and Agents. The fingerprinting and criminal background investigation requirements of Education Code section 45125.1 apply to CONTRACTOR's services under this Agreement and CONTRACTOR certifies its compliance with these provisions as follows: "CONTRACTOR certifies that CONTRACTOR has complied with the fingerprinting and criminal background investigation requirements of Education Code section 45125.1 with respect to all CONTRACTOR's employees, subcontractors, agents, and subcontractors' employees or agents ("Employees") regardless of whether those Employees are paid or unpaid, concurrently employed by OUSD, or acting as independent contractors of CONTRACTOR, who may have contact with OUSD pupils in the course of providing services pursuant to the Agreement, and the California Department of Justice has determined that none of those Employees has been convicted of a felony, as that term is defined in Education Code section 45122.1. Contractor further certifies that it has received and reviewed fingerprint results for each of its Employees and Contractor has requested and reviews subsequent arrest records for all Employees who may come into contract with OUSD pupils in providing services to the District under this Agreement.

In the event that OUSD, in its sole discretion, at any time during the term of this contract, desires the removal of any CONTRACTOR related persons, employee, representative or agent from an OUSD school site and, or property, CONTRACTOR shall immediately, upon receiving notice from OUSD of such desire, cause the removal of such person or persons.

- 19. No Rights in Third Parties: This Agreement does not create any rights in, or inure to the benefit of, any third party except as expressly provided herein.
- 20. **OUSD's Evaluation of CONTRACTOR and CONTRACTOR's Employees and/or Subcontractors**. OUSD may evaluate CONTRACTOR's work in any way that OUSD is entitled to do so pursuant to applicable law. The OUSD's evaluation may include, without limitation:
 - 1. Requesting that OUSD employee(s) evaluate the CONTRACTOR and the CONTRACTOR's employees and subcontractors and each of their performance.
 - 2. Announced and unannounced observance of CONTRACTOR, CONTRACTOR's employee(s), and/or subcontractor(s).
- 21. Limitation of OUSD Liability: Other than as provided in this Agreement, OUSD's financial obligations under this Agreement shall be limited to the payment of the compensation provided in this Agreement. Notwithstanding any other provision of this Agreement, in no event, shall OUSD be liable, regardless of whether any claim is based on contract or tort, for any special, consequential, indirect or incidental damages, including, but not limited to, lost profits or revenue, arising out of, or in connection with, this Agreement for the services performed in connection with this Agreement.
- 22. **Confidentiality**: CONTRACTOR and all CONTRACTOR's agents, personnel, employee(s), and/or subcontractor(s) shall maintain the confidentiality of all information received in the course of performing the Services. CONTRACTOR understands that student records are confidential and agrees to comply with all state and federal laws concerning the maintenance and disclosure of student records. This requirement to maintain confidentiality shall extend beyond the termination of this Agreement. Contractors will be permitted

access to student data only where permissible under state and federal law and only after executing OUSD's Confidentiality Agreement Regarding Student Data.

23. Conflict of Interest: CONTRACTOR shall abide by and be subject to all applicable OUSD policies, regulations, statutes or other laws regarding conflict of interest. CONTRACTOR shall not hire any officer or employee of OUSD to perform any service by this Agreement.

CONTRACTOR affirms to the best of his/her/its knowledge, there exists no actual or potential conflict of interest between CONTRACTOR's family, business or financial interest and the services provided under this Agreement, and in the event of change in either private interest or services under this Agreement, any question regarding possible conflict of interest which may arise as a result of such change will be brought to OUSD's attention in writing.

Through its execution of this Agreement, CONTRACTOR acknowledges that it is familiar with the provisions of section 1090 et seq. and section 87100 et seq. of the Government Code of the State of California, and certifies that it does not know of any facts which constitute a violation of said provisions. In the event CONTRACTOR receives any information subsequent to execution of this Agreement which might constitute a violation of said provisions, CONTRACTOR agrees it shall notify OUSD in writing.

- 24. Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion: CONTRACTOR certifies to the best of his/her/its knowledge and belief, that it and its principals: Are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any Federal department or agency according to Federal Acquisition Regulation Subpart 9.4, and by signing this contract, certifies that this vendor does not appear on the Excluded Parties List. (https://www.epls.gov/epls/search.do)
- 25. Litigation: This Agreement shall be performed in Oakland, California and is governed by the laws of the State of California. The Alameda County Superior Court shall have jurisdiction over any state court litigation initiated to enforce or interpret this Agreement. If litigation is initiated, the prevailing party shall be entitled to reasonable attorney's fees and costs.
- 26. Incorporation of Recitals and Exhibits: The Recitals and each exhibit attached hereto are hereby incorporated herein by reference.
- 27. Integration/Entire Agreement of Parties: This Agreement constitutes the entire agreement between the Parties and supersedes all prior discussions, negotiations, and agreements, whether oral or written. This Agreement may be amended or modified only by a written instrument executed by both Parties.
- 28. Counterparts: This Agreement and all amendments and supplements to it may be executed in counterparts, and all counterparts together shall be construed as one document.
- Signature Authority: Each party has the full power and authority to enter into and perform this Agreement, and the person signing 29 this Agreement on behalf of each Party has been given the proper authority and empowered to enter into this Agreement.
- Contract Contingent on Governing Board Approval: OUSD shall not be bound by the terms of this Agreement until it has been 30 formally approved by OUSD's Governing Board, and no payment shall be owed or made to CONTRACTOR absent formal approval. This Agreement shall be deemed to be approved when it has been signed by the Board of Education, and/or the Superintendent as its designee.

OAKLAND UNIFIED SCHOOL DISTRICT

CONTRACTOR

MARIA SANTOS President, Bcard of Education Superintendent or Designee

09/04/2013

Date

Eric Clayton Contractor eSignature

11/11/2013

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Secretary, Board of Education

Print Name, Title

File ID Alumbers IS 2 GEV
File ID Number: 13-2689
Introduction Date: 12/11/13
Enactment Number: 13-2500
Enactment Date:12/11/13
By: Of

eRev. 3/11/13

Eric Clayton, Owner

EXHIBIT "A" SCOPE OF WORK

[IF A CONTRACTOR PROVIDES AN ACCEPTABLE DESCRIPTION OF SERVICES AS PART OF A PROPOSAL, THAT DESCRIPTION OF SERVICES MAY BE ATTACHED <u>WITHOUT</u> ANY TERMS, CONDITIONS, LIMITATIONS, ETC., FROM THAT PROPOSAL.]

1. Description of Services to be Provided: Provide a description of the service(s) the contractor will provide. Be specific about what service(s) OUSD is purchasing and what *this* Contractor will do.

Contractor will provide 722 hours (30 hours per week) of Basic Interviewing Interventions (derived from Motivational Interviewing evidence-based practice) for Oakland Technical High School students who are identified as using substances on school site or during school hours to reduce students' risk of continued and/or escalating substance use/abuse and as an alternative to suspension.

2. Specific Outcomes: What are the expected outcomes from the services of this Contract? Be specific. For example, as a result of the service(s): 1) How many more Oakland children are graduating from high school? 2) How many more Oakland children are attending school 95% or more? 3) How many more students have meaningful internships and/or paying jobs? 4) How many more Oakland children have access to, and use, the health services they need? Provide details of program participation (Students will...) and measurable outcomes (Participants will be able to...). NOT THE GOALS OF THE SITE OR DEPARTMENT.

The expected outcomes specified from this contract, identified as an objective in the Safe and Supportive Schools grant, is for the Basic Interviewing Specialist to serve 100 students per year with the Basic Interviews to motivate students to consider the effects of substance use/abuse and participate in psychoeducational and support groups to support reduction and cessation of substance use and abuse. The outcome expected of the reduction and/or cessation of substance use is that the perception of Oakland Tech as a safe community will increase as evidenced by the CHKS survey.

3. Alignment with District Strategic Plan: Indicate the goals and visions supported by the services of this contract: (Check all that apply.)

- Ensure a high quality instructional core
- EX Develop social, emotional and physical health
- Create equitable opportunities for learning
- High quality and effective instruction

- Prepare students for success in college and careers
- Safe, healthy and supportive schools
- Accountable for quality
- Full service community district
- Alignment with Community School Strategic Site Plan CSSSP (required if using State or Federal Funds): Please select:
 - Action Item included in Board Approved CSSSP: (no additional documentation required)
 - Item Number(s): Not Applicable

No Restricted Funds

Action Item added as modification to Board Approved CSSSP – Submit the following documents to the Resource Manager either electronically via email of scanned documents, fax or drop off.

- 1. Relevant page of CSSSP with action item highlighted. Page must include header with the word "Modified", modification date, school site name, both principal and school site council chair initials and date.
- 2. Meeting announcement for meeting in which the CSSSP modification was approved.
- 3. Minutes for meeting in which the CSSSP modification was approved indicating approval of the modification.
- 4. Sign-in sheet for meeting in which the CSSSP modification was approved.



ContractsOnline: Contract Waiver Summary

Site Number-Name: 305-OAKLAND TECHNICAL

Principal / Department Head: STACI ROSS-MORRISON

Contractor Name: Eric Clayton

Business Name: Eric Clayton

Contract Type: Standard

Anticipated Start Date: 08/05/2013

Contract End Date: 12/31/2013

Rate Type: HOURLY

Contract Amount: \$20,216.00

Applicable Waivers

Approved by Risk Management

Insurance-Reduction Waiver Status: NA

Waiver-Reduction Type: \$1,000,000 Required

Other Reduction Amount: NA

Approval Date:

Approved by Deputy Superintendent

Billing Waiver Status: NA

Approval Date:

Fingerprint Waiver Status: NA

Approval Date:

TB Test Waiver Status: NA

Approval Date:

Eric Clayton

7031 Colton Blvd., Oakland, CA 94611 Phone (510) 338-0944 E-mail coachclayton33@yahoo.com

EXECUTIVE-LEVEL SALES PROFESSIONAL:

Award winning, driven sales professional with over 28 years of experience establishing, fostering, and managing multi-million dollar accounts for insurance industry leaders. Consistently exceed organizational objectives by skillfully targeting new business accounts while successfully managing existing contracts. Offer broad financial and business expertise with a stellar record of lucrative business developments, account management and territory expansion, revenue growth, and cost savings. Areas of expertise:

Customer Liaison • Cost Control • Competitive Strategies • Territory Expansion • Customer Data Extraction • Multi-Million Dollar Sales • Innovative Sales Plan Development Customer Base Expansion • Targeted Sales Campaigns • New Products/Services Sales• Major Account Acquisitions •

Portfolio Management • Team Building and Motivating • Business Enhancements Account Management Consultant • Product & Market Awareness Development Market Analysis & Research • Revenue Facilitator • Creative Problem Solving • Negotiations & Closings • • Spin Selling

Major awards/ Accreditations

Golden Eagle Award – Top Agent in California – Aetna Life and Casualty

Million Dollar Round Table Award

National Sales Achievement Award

Top 20 Agents Award – Aetna Life and Casualty

Agent of the year Award – Princeton Companies

Executive of the year – Princeton Companies –

Executive of the year – F/C and Associates –

Most Improved Managing General Agent Award – North West Life

Presidents Circle Gold Ring Award – Boston Mutual Life –

Outstanding Underwriting Award – Boston Mutual Life –

State of California Department of Insurance: Life and Disability License – 1977

State of California Department of Real Estate Salesperson License—2007

Navy Public Works -1995, Federal Executive Board - 1995. Department of the Navy - 1996, Department of Energy - 1997, Military Sealift Command -1998, U.S. Department of Justice - 1997. Department of Defense - 1998, U.S. Quad EEO Training Conference -1999, Federal Woman's Program- 2000, U.S. Department of Justice -2000, U.S. Coast Guard - 2000, Department of Health & Human Services - 2001. Internal Revenue Service - 2002, Immigration and Naturalization Service -2002.

All letters of Accommodation and Recommendation. Available upon request.

Emergency Medical Services Authority: First Aid – 2004

Emergency Medical Services Authority: CPR – 2004

National Coaching Credential: California Interscholastic Federation - 2004

National Coaching Certification: National Youth Sports Coaching Association-2005

PROFESSIONAL EXPERIENCE

-	ife agent - Life and Disability insurance sales Philadelphia / Conseco Life Insurance Co Oakland, CA									
•	Life agent - Life and disa Princeton Companies		Oakland, CA							
•	Agent Director - Agent re North West Life Assuran	ecruitment and training/individual insu ce	rance li	fe/disability sales Oakland, CA						
•	Master General Agent-L 1990-1992	ife and disability sales/Agent recruitme F/C Associates	ent and San	l training Leandro, CA						
•	Director of Marketing 1992-2003	Employee Advocates		Oakland, CA						
•	2004- Retirement from a	ctive production and marketing								
•	Head Baseball Coach - \ 2004 – Present	Varsity and Junior Varsity staffing, trai Oakland Technical High School	ning ar	nd fundraising Oakland, CA						
•	Brief Intervention Specia 2013 – Present	ilist Oakland Technical High School		Oakland CA						

Sales Production

1994-2004- Individual sales production in excess of \$1,300,000,000 of life coverage

1994-2004- Individual sales production in excess of \$2,025,000 of written premium

1994-2004- Managed agency production in excess of \$1,000,000 paid annual premium

EDUCATION

El Cerrito High School California State University Hayward

Eric Clayton

(510) 338-0945, email Coachclayton33@yahoocom • Page 2 •

ACORD CER	ΓIF	IC	ATE OF LIA	BIL	ITY IN	SURA	NCE		(MM/DD/YYYY) /2013
THIS CERTIFICATE IS ISSUED AS A CERTIFICATE DOES NOT AFFIRMAT BELOW. THIS CERTIFICATE OF IN REPRESENTATIVE OR PRODUCER, A	IVEL SURA ND T	Y OF	R NEGATIVELY AMEND, DOES NOT CONSTITU ERTIFICATE HOLDER.	EXTE	ND OR ALT	ER THE CO BETWEEN T	VERAGE AFFORDED I HE ISSUING INSUREF	BY THE	E POLICIES UTHORIZED
IMPORTANT: If the certificate holder the terms and conditions of the policy	, cer	tain p	olicies may require an e	ndorsa	ment. A stat	ement on th	is certificate does not o	onfer	rights to the
certificate holder in lieu of such endor PRODUCER Khoe & Associates	seme	ent(s)	•	CONTA NAME:	CY				
328 15th St				PHONE			FAX (A/C, No)		
Oakland CA 94612				E-MAIL ADDRE	SS:				
Phone: 510-465-3993 Fa	v. 51	0.5	20-0470				IDING COVERAGE		NAIC #
INSURED Eric Clayton		0-00	0-0470	INSURE		ARTFORD	NSURANCE		
7031 Colton Blvd				INSURE					1
Oakland, CA 9461	1			INSURE	RD:			-	
				INSURE			a dec e		
COVERAGES CEF	TIF	CATE	NUMBER:	INSURE	IRF:		REVISION NUMBER:		1
THIS IS TO CERTIFY THAT THE POLICIES INDICATED. NOTWITHSTANDING ANY R CERTIFICATE MAY BE ISSUED OR MAY EXCLUSIONS AND CONDITIONS OF SUCH	EQUI	REME	RANCE LISTED BELOW HA NT, TERM OR CONDITION THE INSURANCE AFFORD	OF AN	Y CONTRACT THE POLICIE	OR OTHER	ED NAMED ABOVE FOR 1 DOCUMENT WITH RESPE D HEREIN IS SUBJECT 1	CT TO	WHICH THIS
INSR TYPE OF INSURANCE	ADDL	SUBR	POLICY NUMBER		POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMI	TS	
GENERAL LIABILITY							EACH OCCURRENCE DAMAGE TO RENTED	s	1,000,000
							PREMISES (Ea occurrence) MED EXP (Any one person)	s	10,000
	X		57SBMBF4518		07/12/2013	07/12/2014		5	1,000,000
			1				GENERAL AGGREGATE	5	2,000,000
GEN'L AGGREGATE LIMIT APPLIES PER:							PRODUCTS - COMP/OP AGG	5	2,000,000
AUTOMOBILE LIABILITY	-						COMBINED SINGLE LIMIT (Ea accident)	e	
ANY AUTO					1.00		BODILY INJURY (Per person)	\$	
ALL OWNED AUTOS SCHEDULED AUTOS NON-OWNED							BODILY INJURY (Per accident)	\$	
HIRED AUTOS							PROPERTY DAMAGE (Per accident)	\$	
UMBRELLA LIAB OCCUR							EACH OCCURRENCE	s	
EXCESS LIAB CLAIMS-MADE							AGGREGATE	s	
DED RETENTION S								\$	
WORKERS COMPENSATION AND EMPLOYERS' LIABILITY Y/N							TORY LIMITS ER		
ANY PROPRIETOR/PARTNER/EXECUTIVE	NIA						E.L. EACH ACCIDENT E.L. DISEASE - EA EMPLOYE	S	
(Mandatory In NK) - If yes, describe under DESCRIPTION OF OPERATIONS below							E.L. DISEASE - POLICY LIMIT	1	
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHIC THE OAKLAND UNIFIED SC	CHC	OL	DISTRICT IS NA	MED	AS AN A	DDITIO		VITH	
RESPECT TO CONTRACT I	-OF	K SE	ERVICES(MANAC	SMEN	AT CONS	ULTANT)		
10 DAYS NOTICE OF CANC	EL	LAT	ION FOR NON-P	AYM	ENT OF	PREMIU	м		
CERTIFICATE HOLDER				CAN	CELLATION				
VENTICIONTE ROLDER				GANG	CELLATION			_	
THE OAKLAND UN DISTRICT		ED	SCHOOL	THE	EXPIRATION	DATE THE	ESCRIBED POLICIES BE C EREOF, NOTICE WILL BY PROVISIONS.		
900 HIGH STREET RISK MANAGEME OAKLAND, CA 94	NT	DE	т	AUTHO	RIZED REPRESE	NTATIVE	PG	2	_
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