

Daniel Matthew DeBeikes Jr.
3773 Calle Clara Vista Newbury Park, CA 91320
(805) 358-1616 dannydebeikes@gmail.com

- Solicit new business and do everything from the initial submission to bind and renewal.
- Mostly Workers Comp leads and then round out the account.

Server

Mastro's Ocean Club, Malibu

April 2014-Present

Server

Stein Eriksen Lodge, Park City UT

Novemeber 2012-April 2013

- Room service, Banquet Events, Server
- Trained by Forbes 5 Star trainers

CSR/ Account Manager/Producer

DeBeikes Insurance Agency

December 2001 – January 2006 (5 years)

CSR

Missionary

Mexico Veracruz LDS Mission

December 1998 – December 2000 (2 years 1 month)

DeBeikes LLC

3773 Calle Cisra Vista Newbury Park, CA 91350
(805) 358-1616 quarrydebeikes@gmail.com

- Solicit new business and do everything from the initial submission to print and layout.
- Most Web sites come ready and then layout out the account.

Service

Marlo's Ocean Clip, Marlo

April 2014-Present

Service

Stevi Elizzen Lodge, Park City UT

November 2013-April 2013

- Room service, Budget Events, Service
- Training for Lodges & Staff, training

CSR Account Manager/Logistics

DeBeikes Insurance Agency

December 2001 - January 2006 (5 years)

CSR

Missionary

Mexico Americas LDS Mission

December 1998 - December 2000 (2 years 1 month)

Daniel Matthew DeBeikes Jr.
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Sales Rep

Liberty Mutual Insurance

March 2011 – August 2011

Sales Rep at Liberty Mutual Insurance

- Personal lines sales rep at Liberty Mutual. Trained in their corporate training facilities for soliciting, quoting and maintaining personal lines.

Owner/P & C Producer/Life and Health Producer

DMD Insurance Services

October 2008 – March 2011 (2 years 6 months)

Personally responsible for soliciting and producing \$100,000 in revenue.

- Same responsibilities as above with DMD Insurance.

Vice President/P&C Producer

Venbrook Insurance Services

May 2008 – October 2008 (6 months)

- Working with the Professional Liability producer in the office we contacted his large Hospital and Medical contacts and I was the Workers Comp expert for these contacts.

Vice President/P&C Producer

Kessler Advisors

March 2006 – May 2008 (2 years 3 months)

Personally responsible for soliciting and producing \$150,000 in revenue.

Daniel Maitland DeBeikes Jr.
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Stiles Rept

Lipertek Mutual Insurance

March 2011 – August 2011

Stiles Rept at Lipertek Mutual Insurance

- Personify lines sales rep at Lipertek Mutual. Trained in their collective product policies for soliciting, quoting and maintaining policy lines.

Owner of C Producive Life and Health Products

DMD Insurance Services

October 2008 – March 2011 (5 years & months)

Personally responsible for soliciting and producing \$100,000 in revenue.

- Same responsibilities as above with DMD Insurance.

Alice Presidemt/PGC Products

Amploar Insurance Services

May 2008 – October 2008 (6 months)

- Working with the Professional Liability products in the office we contacted this office Hospital and Medical contractors and I was the Workers Comp expert for these contractors.

Alice Presidemt/PGC Products

Kasler Advisors

March 2008 – May 2008 (5 years 3 months)

Personally responsible for soliciting and producing \$120,000 in revenue.

Daniel Matthew DeBeikes Jr.
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Education

CLU Bachelors Program for Professionals – Currently enrolled

Chubb Producer School

The Hartford School of Business Insurance January 2002
CIC Commercial Property Course October 2005
CA P&C License Current

Education

CTU Bachelor Program for Professional – Quality control

Group Leader Group

The Hague School of Business Journal January 2005

CIC Communication Project Course October 2002

CV PIC License Course

Daniel M. Stipek, DeBakey II
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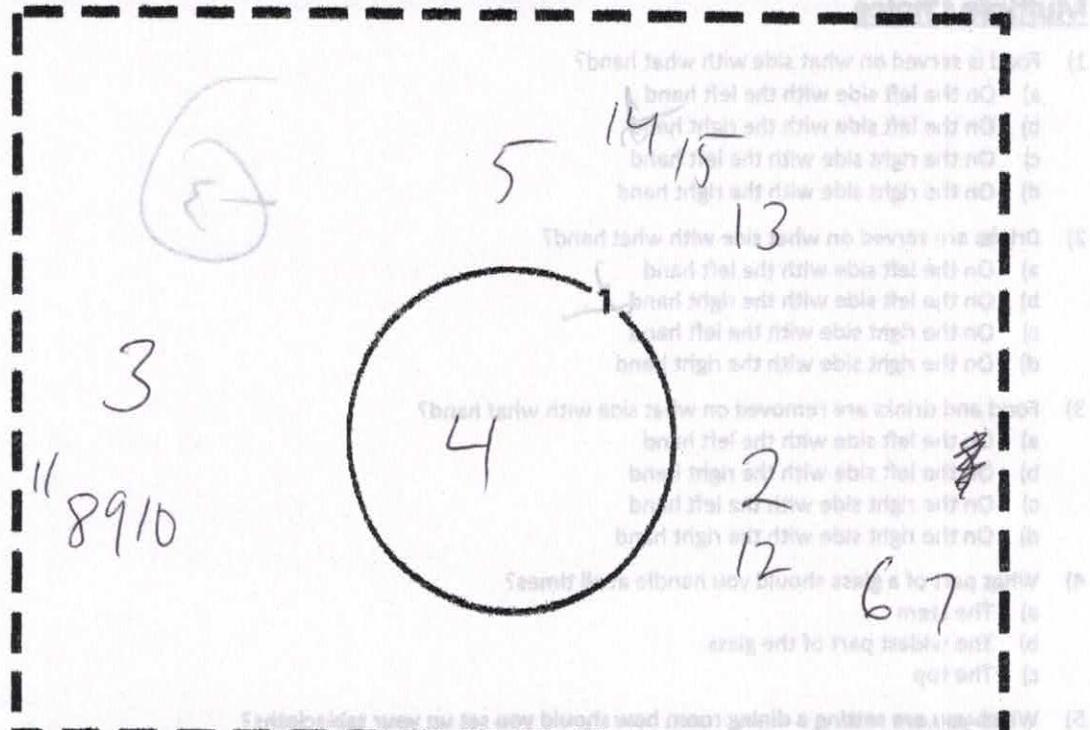
D **Multiple Choice**

- A 1) Food is served on what side with what hand?
 - a) On the left side with the left hand
 - b) On the left side with the right hand
 - c) On the right side with the left hand
 - d) On the right side with the right hand

B
- A 2) Drinks are served on what side with what hand?
 - a) On the left side with the left hand
 - b) On the left side with the right hand
 - c) On the right side with the left hand
 - d) On the right side with the right hand
- D 3) Food and drinks are removed on what side with what hand?
 - a) On the left side with the left hand
 - b) On the left side with the right hand
 - c) On the right side with the left hand
 - d) On the right side with the right hand
- A 4) What part of a glass should you handle at all times?
 - a) The stem
 - b) The widest part of the glass
 - c) The top
- D 5) When you are setting a dining room how should you set up your tablecloths?
 - a) Neatly and evenly across the tables
 - b) The creases should all be going in the same directions
 - c) The chairs should be centered and gently touching the table cloth
 - d) All of the above
- D 6) If you bring the wrong entrée to a guest what should you do?
 - a) Go back into the kitchen and patiently wait in line behind the rest of the servers until it's your turn
 - b) Inform the guests that you will bring the correct entrée once everyone else in the dining room is served
 - c) Try to convince the guests to eat what you brought them
 - d) Go back into the kitchen to the front of the line and inform the expediter that you need a different entrée

D **Match the Correct Vocabulary**

<u>D</u> Scullery	A. Metal buffet device used to keep food warm by heating it over warmed water
<u>E</u> Queen Mary	B. Style of service where food is prepared or served individually at the dinner table to fit the customer's specific taste (i.e. providing dressing and pepper for salad or handing out bread to each patron)
<u>A</u> Chaffing Dish	C. Used to hold a large tray on the dining floor
<u>B</u> French Passing	D. Area for dirty dishware and glasses
<u>G</u> Russian Service	E. Large metal shelving unit for prepared food to be held or for dirty trays to be stored
<u>F</u> Corkscrew	F. Used to open bottles of wine
<u>C</u> Tray Jack	G. Style of dining in which the courses come out one at a time



Draw a formal place setting containing all of the following:

1. Service Plate	7. Teaspoon	13. Water Glass
2. Salad Plate	8. Soup Spoon	14. Red Wine Glass
3. Bread Plate & Knife	9. Salad Fork	15. White Wine Glass
4. Napkin	10. Dinner Fork	
5. Name Place Card	11. Dessert Fork	
6. Tea/Coffee Cup & Saucer	12. Dinner Knife	

Fill in the Blank

1. The utensils are placed _____ inch (es) from the edge of the table.

2. Coffee and Tea service should be accompanied by what extras? _____

3. Synchronized service is when: _____

4. What is generally indicated on the name placard other than the name? _____

5. The Protein on a plate is typically served at what hour on the clock? _____

6. If a guest asks for a specialty dinner (i.e. Gluten-Free or Vegetarian) you should do what immediately?
