

Randy Arnold | 2924 California Street, Oakland, California 94602

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To Whom It May Concern:

I am pleased to recommend Ken Oakley as a qualified candidate to lead CTI's Leadership Program. I have known Ken for over 20 years and have come to highly respect the work he does and the projects with which he is involved. Ken and I worked and participated together in three main arenas over the years: in sales at Barefoot Cellars, at Body Electric School, and as supporters of the Wildwood Conservation Foundation.

As Sales Managers at Barefoot Cellars for several years, Ken worked to expand the brand from sales on the West Coast to sales across the entire country. Ken initially reported to me as Southern California Sales Manager, was soon promoted to Regional Manager, and finally became the company's National Sales Manager. In the years Ken worked at Barefoot, sales increased 50%, positioning the brand for its later sale to the Gallo family, where it is now the largest-selling wine brand in the industry. Ken was responsible for managing relationships with distributors, key buyers, and hundreds of sales representatives across the country. He is a highly gifted salesman, a hard and dedicated worker, and a creative, inspiring manager.

After working at Barefoot for several years, Ken left to become a partner in Body Electric School, a company that taught massage and personal growth workshops. With Ken's encouragement, I participated in a number of programs at Body Electric, and I witnessed his simultaneous growth as an instructor, a businessman, and a leader in the field of personal development. Ken often called on me to brainstorm ideas for increasing participation in his programs. He was committed to filling workshops, and he brought his sales skills to bear, training representatives from around the world to put on and lead workshops.

Ken got me involved with the Wildwood Conservation Foundation when he and his business partner at Body Electric decided to create the non-profit foundation in order to save Wildwood from being sold to a private family. Wildwood is located in Sonoma County, where I grew up, and I was glad to be able to help support Ken's efforts to save Wildwood. Ken is a charismatic leader – he has a knack for seeing the best in others and bringing that out. With his repeated encouragement, I joined Wildwood's Board of Directors and have been deeply involved with Wildwood ever since. Among other things, I created the Wildwood Memorial Grove, a place where people can honor those they love by making a donation to Wildwood in their name and having an engraved stone placed among a grove of redwood trees. To honor Ken, we placed a stone in a section of the grove for 'living donors'.

Ken is a leader of leaders. He is a man of compassion, great love and vision. I highly recommend him.

Sincerely,

Randy Arnold
Ambassador
Barefoot Cellars Winery

[Randy Arnold](#) | [The Barefoot Guy](#) | [Barefoot Wine & Bubbly](#)

cell 415.518.9642 | randy@barefootwine.com





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4000 Civic Center Drive
Suite 500
San Rafael, CA 94903

Dear CTI Friends:

Over the last two decades as a successful serial entrepreneur, I have had the privilege of working with scores of leaders from a wide array of industries across four continents. The organizations these men and women lead range in size from solopreneurs to start-ups to multi-billion dollar global behemoths.

Their individual styles, their leadership skill-sets and their stories differ as widely as their geography. Yet there is a common thread that was woven through the stories I heard: Development.

Mentors & Models. Bosses & Colleagues. Parents & Teachers. Friends & Family. Each of the leaders I asked could point to those select few that helped them become better leaders, better people, better selves.

Long before I worked directly with him I was 'introduced' to Ken Oakley's leadership impact by Elaine, my wife and business partner. Ken led one of Elaine's CTI core curriculum classes. Later in her CTI journey, she had the opportunity to assist with Ken in another core curriculum class.

So when I met Ken in person at the Summit I wasn't at all surprised by his stature. My impression of Ken already had him held as head-and-shoulders above the fray.

I have been working with Ken for the better part of a year as a participant in his Inspired On Demand program, *Vision to Action*. As a graduate of the Co-active Leadership program (Chickadee Tribe) and as a current candidate for his Inspired On Demand Business Certification, I've paid particular attention to Ken's leadership.

I received an email this morning with a quote by Guillaume Apollinaire that captures Ken's leadership impact for me:

*"Come to the edge."
"We can't. We're afraid."
"Come to the edge."
"We can't. We will fall!"
"Come to the edge."*

*And they came.
And he pushed them.
And they flew.*

His peaceful power is inviting, enrolling, compelling.
His calm confidence is calming, inspiring, compelling.
His playful engagement is disarming, comforting, compelling.

Yes, I did notice the theme: Ken's leadership is compelling.

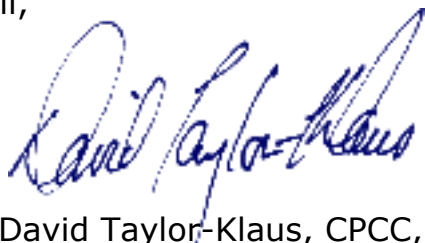
Ken's impact comes from skills deftly deployed as the space demands, in service of those he leads, in concert with his values. Ken's impact comes from his certainty of who he "BE" and what he does is a fluid and logical extension of his BE. Ken's impact comes from his heart, his passion for his work and his attachment to the growth of others.

And Ken's ultimate impact comes from his openness to his own growth.

As a leader, as a coach, as a person, I am continually inspired by Ken.

I came.
He pushed me.
And I am flying.

Be well,



David Taylor-Klaus, CPCC, ACC
Touchstone Coaching