



<b>Name</b>	Susan Van Cleve
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<b>Spouse's Name</b>	Nick Jung
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<b>Phone Number</b>	2147979771
<b>Education</b>	Bachelor of Science/ Associate Degree - Registered Nursing Tarleton State University - Stephenville, TX
<b>Professional Employment</b>	<p>Sr. Account Manager McKesson Medical-Surgical, Extended Care - Home Care 2011-Present</p> <ul style="list-style-type: none"> <li>•Currently develop/manage Twenty-five (25) Million dollar business portfolio in Central TX; Dallas/Fort Worth Metroplex; El Paso, TX of Home Medical Equipment/Home Health/Hospice clientele, with industry leader of medical supply distribution, McKesson Medical-Surgical.</li> <li>•Conduct business analytics review for C-Suite Executives of past purchasing trends and opportunities to enhance marketability in HME/DME segment.</li> <li>•Perform account management regarding McKesson products/services available to maximize profit dollars of customer base.</li> <li>•Offer revenue generating options to clients through technology/product selection, driving additional client loyalty to McKesson.</li> <li>•Negotiate vendor rebate contracts on behalf of customer base.</li> <li>•Created Account Manager Training Document for HME Sales Team, now utilized by McKesson Training Department for new hires.</li> <li>•Consistently overachieve Sales Plan by at least 105%-123.45% - FY13, FY14, FY15, FY16, FY17, FY18, FY19, FY20, FY21.</li> </ul>

**Non-Equine Honors and Recognition**  
McKesson HME "Courage" Award - FY21  
McKesson HME "Top Gun" Award -FY20  
McKesson HME Leadership Award -FY18  
McKesson Brand DME Rep Council-FY19, FY18  
McKesson FY21, FY19, FY18, FY17 Ignite Program - Home Care Top 10  
McKesson FY19, FY18, FY17 EOS Survey Leader  
McKesson Region Sales Trainer D8 - FY18, FY17, FY16, FY15  
McKesson President's Advisory Council -  
FY22, FY21, FY20, FY14, FY13

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**APHA Involvement**                      Owner/Exhibitor

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**Other Horse Involvement**              Fort Worth Stock Show & Rodeo - Equine Committee  
(10 yrs)  
Fort Worth Stock Show & Rodeo - Past Parade Committee  
(9 yrs)

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**Memberships Held**                      APHA, Gulf Coast Paint Horse Association, Cross Timbers Paint Horse  
Club, East TX Stock Horse, AQHA, Stock Horse of Texas, NRCHA, NSBA

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**Equine Awards**

2020 APHA World Show  
World Champion - Amateur SPB Ranch Rail  
Res. World Champion - Amateur SPB Ranch Trail

2021 APHA World Show  
World Champion - Amateur SPB Ranch Rail  
World Champion - Amateur SPB Ranch Trail

2022 APHA World Show  
3rd - Amateur SPB Ranch Rail  
5th - Amateur SPB Ranch Trail  
5th - Amateur SPB Ranch Pleasure

2022 Houston Livestock Show & Rodeo  
SPB Ranch Horse High Point  
Champion - SPB Ranch Riding  
Champion - SPB Ranch Rail  
Champion - SPB Ranch Pleasure  
Res Champion - SPB Ranch Trail

Owner of Lil Trash Talk - Solid Paint Bred  
2022 APHA World Show Open SPB World Champion  
Ranch Riding, Ranch Trail, Ranch Rail,  
Triple Crown Challenge - Ranch Riding

2021 AQHA World Show  
Sr. Ranch Riding World Champion  
2021 Highest Scoring Ranching Heritage Bred Horse

2020 AQHA World Show  
Jr. Ranch Riding World Champion  
2020 Highest Scoring Ranching Heritage Bred Horse

ROM - SPB Ranch Trail, SPB Ranch Pleasure, SPB Ranch Rail, SPB  
Ranch Riding

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**Service & Experience**

Competitor at GCPHC, Cross Timbers Paint Horse Club, East Texas Paint Horse. Saw need for additional ranch classes to increase participation and worked with Laura Hoelscher to discuss with Mr. Billy Smith for addition. Recruited additional sponsorship and SPB participation for Ranch Classes for 2022 World Show.

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**Why do you want to be and APHA State Director?**

While I have been an APHA member for over 10 years, I recently began competitively showing 3 years ago. Over the past 3 years, my experiences at the APHA World Show and regional APHA events have afforded me the most positive experiences in horse showing thus far. The welcoming nature of ALL APHA staff, from the show offices, to ring stewards, class announcers, gate personnel, arena staff, etc. has been nothing short of amazing. Even though I was new, everyone has made me feel at home. I would like to continue promoting that type of environment for other members, both new and current.

In my professional life of medical sales, I am a consistent overachiever and problem solver, who is 200% focused on the satisfaction of my customer base, while achieving my corporate provided goals and strategy. I firmly believe my professional experience of customer focused selling is a strong foundation for transcending the same application within the APHA State Director Role for Texas. Having brought a concern first hand to APHA leadership and witnessed it be addressed with a positive result, I would like to encourage others to express their concerns. I have heard several members express the sentiment of "nothing will change" and I am not one to subscribe to that rhetoric. I have always been a person who was willing to ask the question, as the answer is always "no" if the question is not asked. It is my goal to change the perspective and minds of the naysayers by helping in any way I can to encourage them to voice their concerns, while giving leadership the opportunity to review the issue, and having the member feel "heard".

I feel I have a great deal to offer APHA through my professional experience and personally through my equine relationships. I look forward to the opportunity to offer a fresh perspective, encourage membership verbalization of suggestions, increase membership participation and continue promoting the welcoming atmosphere I have personally been shown to others.

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