

MARVIN C. LEE, D.C.

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Los Angeles, California 90015

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EDUCATION

SOUTHWESTERN LAW SCHOOL, Los Angeles, CA
Juris Doctor Candidate, *July 2019*

CLEVELAND CHIROPRACTIC OF LOS ANGELES, Los Angeles, CA
Doctor of Chiropractic, *cum laude, 1998*

UNIVERSITY OF BRITISH COLUMBIA, Vancouver, Canada
Bachelor of Arts, *International Relations, 1993*

EXPERIENCE

COMMUNITY LAWYERING CLINIC, Southwestern Law School | Los Angeles, CA
Law Clerk, August 2017-December 2017

- Participated in a community-based legal clinic in partnership with Cal State Northridge to serve students at the university needing assistance with immigration issues.

MARVIN C. LEE CHIROPRACTIC, PC | Los Angeles, CA
Doctor of Chiropractic/Owner, 2012-Present (Currently treating an average of 40-60 patients daily)

- Built and established thriving practice where patients receive highest quality care in chiropractic, physiotherapy, massage therapy, and acupuncture.
- Develop and maintain key relationships with other chiropractors, medical doctors and attorneys.
- Manage staff in insurance billing, payroll, front and back office procedure and protocol.
- Create and implement business development strategies using social media, website development, and public speaking skills.

LEGALZOOM.COM | Hollywood, CA
Business Service Advisor/Outbound Sales, 2009-2011

- Consistently met and/or exceeded sales and performance quotas:
 - Exceeded sales goals by 7% with \$249,934 in revenue with product price points between \$159 and \$288.
 - One of the only two sales agents to achieve \$3,000 in phone sales in one day.
 - Recognized as top sales representative companywide in January 2010.
 - Winner's Circle inductee in September 2010.
 - Averaged 60-90+ calls per day cultivating relationships with existing LegalZoom customers.
- Served as lead project coordinator and managed a team of three professionals in creating a competitive analysis to enable senior management and the outbound sales team to understand market challenges and opportunities.
- Appointed to spearhead key outbound sales training initiatives including:
 - Business services for registered agent services and formation offerings for corporation filings.
 - Intellectual property training to support IP team in Austin, TX.

SERENITY HEALTH SYSTEMS | Los Angeles, CA
Senior Consultant/Trainer, 2008-2009

- Audited ICD-9 utilization and CPT code utilization for medical clinics.

- Trained staff in insurance verification and collection.
- Developed protocols/systems to maximize efficiency and help clients navigate complex insurance processes and expedite claims.
- Procured and installed low tech/passive rehab and physical therapy equipment; trained staff in the utilization and protocols of installed equipment.

LEE CHIROPRACTIC & REHAB WELLNESS CENTER, INC. | Los Angeles, CA

Owner, President, 1998-2009

- Owned and operated three clinics serving an average of 100 patients a day.
- Managed staff and payroll; created front and back office procedures and protocols.
- Established marketing and community outreach programs, including participation in professional organizations, corporate events, community service events, public speaking engagements, and development of radio and television educational products such as infomercials and radio spots.

AFFILIATIONS

Delta Theta Phi International Law Fraternity (Southwestern Law School)

American Student Bar Association

Board Member: Korean Churches for Community Development

California Chiropractic Association

Cleveland Chiropractic Alumni Association

Delta Tau Academic Honors Society

Los Angeles Chamber of Commerce

Zeta Beta Tau Fraternity

Love L.A. (Downtown Skid Row): Served and ministered the homeless.

LANGUAGE SKILLS

Korean (Conversational)