

PHILLIP L. NELSEN

Assistant Professor, Business Law Attorney & Entrepreneur



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PROFESSIONAL EXPERIENCE

Assistant Professor of Law & Business, Tenure-Track

Salt Lake Community College 📅 07/2015 - Ongoing 📍 SLC, UT

Salt Lake Community College is Utah's largest two-year institution. It serves more than 60,000 students among 10 campuses as well as through its online education programs.

- Received Letters of Progress towards tenure every year since hire.
- Accomplished a complete redesign of (including taking online) all four courses for which I serve as course mentor.
- 96% approval rating from students
- Chair Elect of the College General Education Committee
- Redesigned three of my courses to be Open Educational Resource (OER) and successfully led two courses through Quality Matters (QM) review

Attorney

Nelsen Law Offices, P.C. 📅 07/2012 - Ongoing 📍 North Ogden, UT

Nelsen Law Offices is a full service business & firearm law practice located in North Ogden, UT

- Lead chair on several multi-million dollar cases and contracts.
- Nationally recognized for work in the firearm law arena.
- Clients include the nation's largest firearm retailers and manufacturers.
- Regular keynote speaker and CLE instructor at national conferences.

Chief Legal Counsel & Curriculum Developer

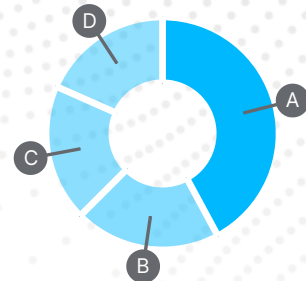
National Training Solutions, Inc. DBA Legal Heat

📅 2014 - Ongoing 📍 Nationwide

Legal Heat is the nation's largest firearm training firm, having graduated over 200,000 students in concealed firearm permit training courses. Operating in over 30 states, Legal Heat is the exclusive firearm training provider for Sportsman's Warehouse and North40 retail stores, and the preferred provider for Cabela's and Bass Pro Shops stores nationwide.

- Designed over 30 state compliant training course curriculums that have graduated over 200,000 students
- Authored a 50 state guide to firearm laws book & app that has sold over 250,000 copies (combined traditional book and app sales)
- Drafted and negotiated several industry first exclusive provider contracts with the nation's largest firearm retailers.
- The first and only firearm training company to ever be granted exclusive provider status by Cabela's, Sportsman's Warehouse and several other nationwide retailers.
- Designed an industry first online Learning Management System (LMS) featuring dozens of firearm and law training courses that will be fully launched in late 2019.
- Routinely appear on news and media programs to discuss firearm law and policy issues. Regular contributor of written content to national publications that reach millions.

HOW MY PROFESSIONAL TIME IS SPENT



- A** Legal Heat: I spend a large percentage of my time designing courses, monitoring law changes, obtaining state licensing and recognition and working with instructor development for Legal Heat. I also draft all contracts, deal with all litigation related issues and all other aspects of a general counsel position.
- B** SLCC: As a tenure-track professor (anticipated tenure in 2020) I am primarily responsible for designing my courses, ensuring they comply with institutional standards, and teaching my students. To date I have fully designed all four of the courses I teach, achieving nationally recognized Quality Matters (QM) certifications for all courses and taking all of the courses online.
- C** Nelsen Law Offices: As the owner of my own law practice I help my clients with compliance and other legal matters. My large clients primarily consist of national firearm retailers and manufacturers.
- D** Speaking and Consulting: Through my consulting company (North Wasatch Consulting) I speak at many national conferences and events each year on business, entrepreneurship and firearm law issues. I also train other colleges on legal compliance within the educational arena.

EDUCATION

Juris Doctor, Law

University of Idaho College of Law

📅 2009 - 2012

Bachelor of Arts, Political Science

Weber State University

📅 2005 - 2009

PROFESSIONAL EXPERIENCE

President & Co-Owner

[Nelsen Enterprises, LLC DBA Legal Heat](#)

📅 2007 - 2014

📍 Nationwide

Nelsen Enterprises is a nationwide firearm training firm specializing in concealed carry and other training certification courses.

- Founded on a \$500 budget and grew the company from a single physical location in 2007, to over 200 locations among 30+ states by 2019.
- Achieved over 20,000 annual student enrollments and seven-figure profitability. To date Legal Heat has certified over 200,000 students in our in-person training courses. Guided the company to a seven figure acquisition in late 2014 and have since been retained as Chief Legal Counsel and curriculum designer for the new owners (National Training Solutions, Inc.)
- Authored a 50 state legal guidebook in traditional and app format that has sold over 250,000 copies in digital and traditional format, and is currently in its 8th edition.

Prosecutor

[Clarkston & Asotin County, WA](#)

📅 2011 - 2012

📍 Clarkston, WA

Acting as lead for two municipal prosecutor contracts under a Rule 9 contract. Managed a revolving docket of hundreds of cases, including trials, plea agreements, and all pretrial motions.

- What did you achieve in this role?

PROFESSIONAL ACHIEVEMENTS



Entrepreneurship

Guided a home-based startup to industry leader status, a recognized national brand and multi-million dollar annual revenues within 5 years. After 7 years of growth my company was sold as part of a multi-million dollar acquisition. In 2018 my entrepreneurship story was featured in Forbes. Currently serving on the Board of Directors for multiple startups in the tech, education and service industries.



Educator

Proud to have found success in multiple careers as an educator, having taught tens of thousands of students as part of my private educational company and thousands more in my college courses. Developed dozens of online courses for both private industry as well as accredited college institutions. My online courses enroll thousands of students each year and are poised for exponential growth.



Author

Author of a best-selling 50 state law reference book & mobile phone application with over 50,000 traditional copies and 250,000 digital copies sold. Regular contributor to national publications on firearm law issues.

CURRENT RELEVANT CERTIFICATIONS

Online Teacher Certification

Received 08-07-18. A semester long certification focused on administering online and distance learning courses effectively.

Introduction to Quality Matters Rubric

Received 11-09-16. Quality Matters is a peer-reviewed process of designing a course in a manner that produces the best, and most measurable, learning outcomes.

PROFESSIONAL PHILOSOPHY

"Success usually comes to those who are too busy to be looking for it."

Henry David Thoreau

RECENT PUBLICATIONS & PRESENTATIONS

Legal Heat: 50 State Guide To Firearm Laws

[National Training Solutions, Inc.](#)

Phillip Nelsen

📅 2008 - Ongoing 🔗 URL

Legal Heat is a legal guidebook providing a summary of all 50 state's laws relating to firearm ownership, possession and transport. It has sold over 50,000 copies in traditional format and is also available in mobile app format with over 200,000 paid downloads.

OpenStax Entrepreneurship Textbook

[Rice University & OpenStax](#)

Editor and Content Contributor

📅 2019

🔗 <https://openstax.org/details/books/entrepreneurship>

The OpenStax Entrepreneurship textbook is an Open Educational Resource (OER) textbook that is co-authored by many entrepreneurship professors across the nation and will be used by a great number of colleges to teach entrepreneurship courses.

UBTech

[Orlando, FL](#)

Throw Away The Textbook: Creating Tech-Based OER Courses

📅 06/2019 - Ongoing

🔗 www.ubtechconference.com

Asked to present on courses I have designed and implemented at SLCC, specifically discussing ways that modern course designs and strategies can help bridge the gap between outdated instructional methods found in many universities and the more modern non-university learning management systems younger generations are familiar with.

South Texas College

[Texas, multi-campus](#)

Authors / Co-authors

📅 08/2019 🔗 URL

I was retained to provide an extensive in-person and online training to all South Texas College staff on copyright and fair use.

CURRENT RELEVANT CERTIFICATIONS

[eLearning Spring Showcase](#)

Received 04-12-19. Presented my MGT 2050: Business Law course to a group of other professors and course designers and shared how we were able to receive top awards for course design.

[Firearm Instructor Certifications](#)

NRA Certified Instructor: Basic Pistol, Range Safety, Personal Protection in the home. Utah BCI Certified. Illinois Certified Instructor. Minnesota Certified Instructor. Armed Security Guard Instructor.

[Anti-Discrimination/Harassment](#)

Received 11-16-17

[Americans w/ Disabilities Act](#)

Received 11-16-17

[FERPA Certification](#)

Received 11-16-17

[LGBTQ+ Awareness](#)

Received 03-17-18

[Workplace Violence](#)

Received 10-06-18

[OSHA - Emergency Procedures](#)

Received 10-06-18

LANGUAGES

English

Native ●●●●●

Spanish

Intermediate ●●●●●

Portuguese

Proficient ●●●●●

FIND ME ONLINE



Personal Website

www.philnelsen.com



LinkedIn

<https://www.linkedin.com/in/philipnelsen>