**John E. Dalton, *BA, Optimum RTS, Recruiting and Managing***

John’s career took off more than 22 years ago with medical staffing, executive and physician recruiting, and detoured into professional sales management and national sales training. With the launch of his own organization, he has come full circle back to recruiting, staffing, and sales training and consulting. His business development skills and sales techniques have propelled many local, regional, and national healthcare companies to prominence, and his immersion in the turbulent healthcare industry of Southeast Florida has made him a sought-after resource on all things healthcare and sales-related by his peers and clients alike.  
John’s magic stems from his innate ability to connect with people, and know which people to connect with one another. His sharp intuition and long-term strategic thinking help him craft solutions to problems his clients don’t even know they have.  
A selfless, motivating force of nature, John believes that helping others ultimately results in personal and professional fulfillment. Mentoring others and guiding them to success is the best payoff there is. That plus a day on the water and a big fish on the line!