

## Doug Wilson Biography

Doug Wilson is the CEO of Next Solutions, Inc. He is first and foremost a partner with Jack Robinson and Roxanne Musselman, with whom he has worked for many years.

Previous to starting Next Solutions, Inc., Doug was a strategy consultant. He worked with a variety of industries and focused particularly on the alignment between strategy and execution. Since Doug has a Ph.D. in counseling and practiced at the beginning of his career as a clinical psychologist, he has always had a special emphasis on how human systems can optimize in a fast changing environment. He looks for the interconnections that make a system unique and distinct from others. He taught part time at the USC Graduate School of Business where many of these ideas were initially developed. His job was often to find the right questions that needed to be asked and then engage the group in bringing out the best solutions.

In 1986, Doug began consulting with Fieldstone Homes in Southern California. This was his first exposure to a homebuilder. He quickly joined every board meeting of the company for the next 20 years and was deeply involved.

In 1991, he met Jack Robinson, who at that time was President of Rayco, Inc. in San Antonio. Rayco had 40% market share for new housing. Jack became a member of a group of CEO builders Doug helped put together. From there, Jack and Doug continued to work together, eventually inviting Roxanne Musselman to join their group in sales training and also asking Betty Nichols to work in product development. The result was the development of a franchise operation in homebuilding that many homebuilders around the country have contracted with to great success. At one point, Next Solutions had developed five builders who were either number one or two in their respective markets.

In addition to his work with Next Solutions, Doug is also a volunteer for policy groups around the country. He is the Chair of the Policy Group for The New Majority California, a moderate Republican PAC based in Southern California. He also co-authored a book with Ed Feulner, president of the Heritage Foundation, which quickly became a New York Times Best Seller. Doug's objective in policy development is to bring solutions to the most successful and complex human system ever developed by civilization – the USA.

Doug has two adult children and is married to his wife Karen of 35 years. Karen and Doug are active in their community, serving as co-chairs of the Laguna Art Museum, Karen serves as a board member of Free Wheel Chair Mission, and a board member of California Volunteers - a position appointed by Governor Schwarzenegger. Doug and Karen also serve as advisors to Human Rights USA and the Wilson Family Foundation.

Finally, both Doug and Karen have a passion for just about anything that is outdoors, including surfing, snowboarding, mountain biking, hiking, and stand up paddle boarding. Doug plays the guitar and until three years ago, played in a rock band from Laguna Beach.

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