

Karl R. Horst

Education: Bachelor of Science – United States Military Academy
United States Army War College
Master of Public Administration – University of Pennsylvania, Shippensburg
Kenan-Flagler Business School Executive Program – University of North Carolina
National Automobile Dealers Association (NADA) Dealer Academy

Career Launch: Spent over 40 years in the United States Army. Enlisted in June 1973 as a Private and retired in October 2013 as a Major General. Commanded Soldiers at every level of the military, in peacetime and in combat; commanded an airborne infantry battalion (850 Soldiers) and an airborne infantry brigade (5000 Soldiers) in the heralded 82nd Airborne Division. As a General Officer, was the Deputy Commanding General of Multi-National Division – Baghdad with over 56,000 troops in combat; commanded Joint Force Headquarters National Capital Region and the Military District of Washington, which provided Defense Support to Civil Authority, as well as command responsibility over six military installations in Virginia, Maryland, and New York; led a 5000 person staff as the Chief of Staff, U.S. Central Command, overseeing 20 countries and multiple combat operations in the volatile Middle East.

Auto Industry Experience: Joined the Dimmitt Automotive Group in September 2014 as the Senior Leadership Executive, responsible for leader development and leader training in the Group. Assumed responsibility of the Cadillac Sales Department, then became the General Manager for the Cadillac and Land Rover segments of the Group. As the GM, launched the “The Dimmitt Guest Experience” and “Product Enthusiast” programs, revolutionizing the auto purchasing experience.

Consulting Experience: Founded *It's Just Common Sense, LLC* to partner with clients to develop effective leaders and engaged employees. The *Common Sense* program is a model for organizational wellness designed to increase performance, productivity, and sustain a competitive market advantage. Provides strategic consulting and planning expertise for *Harmonics International, LLC* of Annapolis, MD supporting United States Cyber Command and the National Security Agency.

Personal Contributions: Lecture publicly and in academia on *Leadership; Contemporary Geo-Political and Religious Challenges of the Middle East and the Levant;* and *The U.S. Strategic Dilemma in the Cyber Domain*. Was a guest speaker at the 2018 NADA National Convention, presenting a workshop on *Leading Change in 21st Century Dealerships*. Have written one book, *Common Sense Leadership*, and co-authored two others, *Common Sense Engagement* and *The Practical Guide to Servant Hearts*.

Personal Awards: Two awards of the Distinguished Service Medal, two awards of the Defense Superior Service Medal, five awards of the Legion of Merit, three awards of the Bronze Star Medal, and the French National Order of Merit. Earned the Combat Infantryman Badge, the Combat Action Badge, the Master Parachutist Badge, and the U.S. Army Ranger Tab.

Interesting Experiences: Lived in Europe for over six years; conversational in German and French. Have three combat deployments to the Middle East. Travels include six continents and 65 different countries throughout the world. Part of a US delegation visiting Moscow/Russia in 1993 when then Russian President Yeltsin dissolved the Russian Parliament and created a National Emergency in Russia.

Hobbies/Charitable Contributions: Hobbies include military history, automobiles, boating, outdoor sports, and five grandchildren. Married to Nancy over 35 years and have three grown married children. A former ice hockey player and a rabid Tampa Lightning supporter. Board memberships include, member of the Board of Directors for WEDU Public Broadcasting, member of the Board Directors American Family Foundation, and member of the Board of Directors for the 2019 Medal of Honor Convention – Tampa. Passionately support the *Honor Flight Program* honoring World War II veterans.