

## 2010 Candidate Questionnaire

### SECTION I

#### BASIC CANDIDATE INFORMATION

1. Name as it will appear on the ballot

First Name	Middle Initial or Nickname	Last Name
Gary	"G"	Gagliardi

2. Office sought (include office, jurisdiction, position/district number):

**House Rep, Dist. 32 Pos. #2**

3. Are you the incumbent?       Yes      X  No

4. How long have you resided in this district/city?

**25 years**

5. How long have you resided in King County?

**32 years**

6. Is the office sought partisan or nonpartisan?       X Partisan       Nonpartisan

7. If partisan, please indicate party: **Republican**

#### CAMPAIGN CONTACTS

Campaign Name: VoteGaryG.com

Address: PO Box 33772

City/State/Zip: Shoreline, WA 98133

Campaign Phone: 206-546-7727

Campaign Fax: 206-546-9756

Campaign E-mail: [GaryG@VoteGaryG.com](mailto:GaryG@VoteGaryG.com)

Campaign Website: [www.VoteGaryG.com](http://www.VoteGaryG.com)

#### POLITICAL BACKGROUND

1. Beginning with the most recent position, please list public offices you have held. Include positions on appointive boards or commissions.

Public Office	Elective or Appointive?	Dates Held	Leadership Role (if any)
Precinct Committee Officer for the Republican Party	Elected	February, 2010 to present	

2. If you ran for public office but were not elected, please list those races below:

Office Title	Year of Run
None	

## SECTION II

In this section, we are seeking responses that reflect the four ratings criteria: involvement, effectiveness, character, and knowledge. These are defined as follows:

- **Involvement:** What has the candidate done previously in family, neighborhood, community, volunteer work, employment or public life to suggest readiness to accomplish challenging objectives? How do these activities demonstrate readiness for the challenges unique to the office sought?
- **Effectiveness:** Has the candidate demonstrated promise of being productive in the office sought? Has the candidate shown the ability to work with other people?
- **Character:** Do the candidate's personal traits show the ability to take on the responsibilities of campaigning for and holding the public office she or he is seeking? Is the candidate a leader, participant or observer? Is the candidate trustworthy, reliable and candid?
- **Knowledge:** Has the candidate demonstrated the willingness and ability to learn and adapt? Does the candidate understand the duties and challenges of the office sought? Does the candidate have a firm grasp of the issues important to his or her constituency and their potential effects?

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1. In one page or less, why are you running for this office? (Note: the interview committee will be given a copy of this statement before your interview; at the beginning of your interview you will have the opportunity to expand on this statement in any way you wish.)

**I am concerned about four key issues:**

1. **We must protect our essential local services from runaway spending in Olympia. Less and less of our tax payer money makes it to our local government agencies where it is needed. Our local governments must spend more and more of their incomes satisfying unfunded mandates imposed by unelected state bureaucrats who are accountable to no one. This is leading to a breakdown in local services on which our citizens depend.**
2. **We need economic growth, specifically job growth, as a solid financial basis for government funding. Increased regulation and increased taxes are killing our economic growth, discouraging hiring, and driving businesses out of our state. We will soon be as insolvent as Greece, Spain, or California if we do not base the growth of government on first growing our economy. Without growing the state economy first, all of our social service programs and government benefits programs will soon be bankrupt. Economic growth is the only way out of this problem, and we have to start now.**
3. **We must liberate our education system from a growingly voracious central state bureaucracy. Our graduation rates are falling because our schools are underfunded at the local level, but our schools are underfunded because our state leads the nation in its inability to get money for education to the local schools. We cannot fix our school system until we return both the money and the control to the local schools and parents, and get it away from the state bureaucracies.**
4. **Our elected representative must respect the will of the voters as expressed in the initiative process. When voters dedicate more money to schools as in I-728 or guarantee COLA raises to teachers in I-732, the legislature should not suspend those initiatives and sweep the money into the general fund for their own priorities. This behavior is destroying the trust of the people on which state government depends.**

2. Describe your most important personal characteristics or traits as they relate to the office you seek.

**I have always seen my core skill as one of translation – helping people communicate across the many barriers in modern society. In sales and marketing, I translated product features into customer needs. In developing software, I translated the desired functionality into computer language. In building my software company and in writing my books on technology, I translated the jargon of high tech into terms that regular people could understand. In my job teaching strategy, I translated the Asian philosophy of “winning without conflict” from Chinese to English, and from military terms to the terms of our every day challenges. Since I have always seen my work as translation, studying languages has been my hobby throughout my life.**

**This skill will be valuable as a State Representative in breaking down the many barriers between government and the people. I want to help facilitate communication both ways – helping those in government understand the public’s concerns, and helping citizens understand the laws and policies of government.**

**I am also a trained “peacemaker.” Because my work in strategy focuses on “winning without conflict,” I am able to quickly diagnose complex, competitive situations and find a way to advance positions in a way that resolves costly conflict. I am skilled in finding common ground and in using shared missions to develop positions that others, even opponents, want to join.**

**I see this as a skill sorely lacking in most of government, especially our legislature.**

3. Please describe, in sufficient detail, one to three accomplishments or contributions of which you are most proud. These examples should illustrate skills and capabilities you think apply to the office you are seeking. These accomplishments may have occurred at any time in your personal, professional, or public life.

**I am most proud of my work helping people make better progress in their lives while avoiding costly conflict. For the last thirteen years, I have been teaching strategies for resolving conflicts and finding creative solutions to challenging situations throughout the world. Though I started teaching these ideas to scores of large organizations and associations, training those as diverse as Nokia, FermiLabs, CCMA, the Mayo Clinic to the World Bank, and the IRS, my most recent work has focused on better decision-making for regular people in their everyday life. My books on the philosophy of “winning without conflict” have sold hundreds of thousands of copies, have been translated throughout the world, and have won many book awards. I am the founder of the Science of Strategy Institute, whose training materials are used by trainers around the world.**

**I am also proud of my success in building one of the Inc. 500 fastest growing privately-held companies in America. In this capacity, I am proud of the jobs that I created. Starting with three employees and no capital, we ended up providing high-paying jobs for almost two hundred people, with offices across America and in Europe. As befits a company that focused on accounting solutions, we were great at fiscal management, growing our company from profits alone, without bringing in investors or creating long-term debt. I am proud how many of my employees went on to start and manage their own companies based upon the methods that they learned from me.**

**I am proud that my daughter has gone on to create her own successful career in high-tech, developing user interfaces for websites of some of the world’s largest organizations such as Volkswagen and the National Security Agency.**

4. Please list or describe current and past activities in the community in which you have acquired skills that relate to the office you seek. Include your role in the activity and the year(s) in which you were involved. Involvement consists of many areas such as family, neighborhood, community, employment, or public life.

**Most recently my wife and I have been involved with the Shoreline Covenant Church and their local projects such as raising money for Jacob's Well, a home for homeless mothers and children.**

**In the last few years, my wife and I have been involved in helping our relatives deal with fatal illness. We took my wife's mother into our house to personally care for her as she died from lung cancer. We were also involved with my wife's sister's death from lung cancer. My wife and I have been dealing for the last five years with the estate issues after her grandfather's death.**

**On a daily basis, for a worldwide community of those interested in strategy, I publish articles that apply the basic rules on understanding the key conditions in complex, competitive situations and how to make good decisions to advance strategic positions. At least weekly, I write an article describing a political situation and how these basic rules are either used or ignored. I have been publishing these regular articles for the last three years.**

**For the last twelve years, again working in the worldwide community, I have worked personally helping organizations – businesses, NGOS, small business associations, labor unions, and government agencies – understand their strategic positions and helping them see their opportunities in a new way. From that experience, I learned about the globalization of competition and how decisions made halfway around the world are increasingly affecting us here at home. In large presentations and smaller group meetings, I have given them the tools necessary to help them advance their position in a way that minimizes conflict.**

**My experience undergoing cancer treatment in 2001 was life-changing in terms of understanding our medical system and the challenges that those undergoing treatment face in terms of making good decisions.**

**In the late 1990s and early 2000s, I worked with Junior Achievement, going into high schools and junior high schools to teaching students about free enterprise.**

**For the fifteen years previous to that, I helped organizations, both large and small, use small computer technology to improve their customer service and accounting. I started in the community right here in western Washington, working with small private businesses, government agencies, and other local agencies. During this period, I received valuable insight into the problems of many different types of organizations – from car dealerships to country jails – by working with their people directly. In the end, we were working with very large organizations such as AT&T, Motorola, Pepsi and other such large organizations.**

5. Please describe the duties of the office you seek. Which are the most important duties and why?

**I am seeking election as the State Representative from Legislative District 32, which covers my town of Shoreline, Kenmore, Lake Forest Park, and the southern part of Edmonds.**

**My first priority is working at the state level to get more money to our local service providers in our school system, local government and other local agencies. I would like to help set up and protect the funding standards for our local agencies that are on the front-lines of public service.**

**In this regard, I would like to help turnaround our state's financial direction. We must prevent the type of fiscal crisis we see in Europe and in states such as California. We cannot keep accumulating financial obligations that we have no way to pay in the future. I am especially concerned with unfunded public sector pension systems. My sister is retired from the university system in California and currently in danger of losing all the benefits that she spent a lifetime accumulating because the California legislature is unwilling to deal with financial reality. Washington state is just a few years away from a similar crisis.**

**I want to create more private sector jobs in Washington State. Jobs are more important for our citizens than government services – and the two go hand in hand. The only way we can address our state's financial crisis long-term is to make our state more attractive to business and make our local businesses more successful. This, of course, is an area in which I am well prepared to offer practical ideas and insights.**

**I would also like to decrease the red-tape and costly demands of unelected bureaucrats in Olympia on local governmental agencies and businesses.**