



Lisa B. Nelson
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Managing Partner

Lisa Britton Nelson is the Managing Partner of Ulysses Consulting, Inc. She specializes in issue based legislative and regulatory efforts, government and corporate relations as well as corporate political engagement and PAC management. With expertise in strategic planning and crisis management, Nelson has successfully founded and navigated several coalition based efforts representing specific corporate interests including the financial services, technology, content and communications industries at both the state and federal levels. In three decades of legislative strategy, she is also considered a leader in understanding the need for grassroots and third party support for an effective agenda.

From 2005 to 2013 Nelson was with Visa, Inc. and most recently served as Head of Government Relations for The Americas. Over the course of 8 years Nelson built out the global government relations function for Visa which grew from a small domestic division to an integrated multinational function. With oversight over the United States, Canada, Latin America, and Asia, Nelson's connections are unparalleled. Visa is a global payments technology company that connects consumers, businesses, banks and governments in more than 200 countries, enabling them to use digital currency instead of cash and checks. With issues ranging from technology based data security to banking and payment issues, Nelson directed the strategy behind a successful global government relations agenda with all branches of government as well as outreach oversight of community and state relations function which covers all the State legislative branches within the US.

Prior to joining Visa, Lisa was Senior Vice President of External Relations at AOL Time Warner. In this capacity she oversaw relationships with all external organizations within the political and policy sphere including party committees, advocacy groups, think tanks and coalitions. She managed a team of both federal and state policy lobbyists for AOL and Time Warner from 1998 to 2005.

Additionally, Nelson served as Public Affairs Liaison for the Speaker of the House of the United States Congress, Newt Gingrich, from 1995 to 1998 Prior to joining the Speaker's office she was Executive Director of GOPAC, the Education and Training Center of the 21st Century, leading the campaign effort for the first Majority in Congress for Republicans in over 40 years in 1994.

Nelson serves on several boards in DC area including American Council of Young Political Leaders (ACYPL), Meridian International, and the Business-Government Relations Council, an organization for government relations leaders in fortune 500 companies. Nelson also represented the United States Government in Hungary while observing the political/election process with the International Republican Institute. And, while at National Review magazine, she founded the National Review Institute and organized international delegations of business leaders to Asia and Eastern Europe to meet political, economic and cultural leaders.

Nelson is a political science and international relations graduate of the University of California at Berkeley. She and her husband David live in McLean, Virginia and have two children, Sam Creed (20) and Britton Elizabeth (18).