

## ***Professional Experience***

|                 |   |
|-----------------|---|
| 8/11 – present  | Training Consultant – Fidelity Investments          |
| 7/07 – 8/11     | Retired   |
| 1997 - 2007     | <b><u>Phoenix Investment Partners</u></b>           |
| 1/2003 – 7/07   | Senior VP -Regional Wholesaler, Pacific NW          |
| 6/2000 – 1/2003 | Senior VP - National Sales Manager                  |
| 4/97 – 6/2000   | Senior VP - Regional Wholesaler, S. California      |
| 1984 - 1997     | <b><u>Prudential Securities, Inc.</u></b>           |
| 1994 - 1997     | First VP, Training Center Manager,<br>San Diego, CA |
| 1988 - 1994     | Vice President / Branch Manager                     |
| 1984 - 1988     | Financial Advisor<br>Albuquerque, New Mexico        |

## ***Professional Licenses & Affiliations\****

Certified Investment Management Analyst (CIMA®)  
Certified Financial Planner (CFP®)  
NASD Series 3,5,7,8,15,24,63, and 65  
Arbitrator FINRA (formerly NASD)

## ***Education and Training***

|  |         |   |
|--|---------|---|
| <b>BS</b>                                | 1974    | <b>United States Air Force Academy</b>  |
| <b>MBA</b>                               | 1980    | <b>Abilene Christian University</b>   |
|  | 1984    | Financial Advisor Training Course   |
| <b>CFP</b>                               | 1987    | College for Financial Planning  |
|  | 1995-97 | Securities Industry Institute, <b>The School, University of</b>   |
| <b>Wharton<br/>Pennsylvania<br/>CIMA</b> | 2000    | Investment Management Consultants<br>Association, <b>The Wharton School,<br/>University of Pennsylvania</b> |

\*Most licenses have lapsed