

# WILLIAM W. McGINNIS, Jr., CFA

W. McGinnis Advisors, LLC  
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## SUMMARY

- *Sell-side investment analyst - 10 years*
- *Portfolio manager and buy-side analyst - 1 year*
- *Investment banking - 5 years*
- *5 years of experience working for a large certified public accounting firm, including auditing field work experience*
- *Holds or has held CFA, Series 7, Series 65 and Series 63*
- *Education: Majored in Finance and Management Information Systems with minors in Economics and General Business. Magna Cum Laude graduate from Honors College and Presidential Scholar.*
- *Professional speaker with significant press experience*
- *Training and education instructor – 20 years*

## PROFESSIONAL EXPERIENCE

### **PRESIDENT & FOUNDER**

Exponential Careers  
Milwaukee, Wisconsin

1997 - Present

Professional speaker and consultant on career strategy development and career growth issues. Specialize in working with investment analysts and portfolio managers. Consult with executives who are interested in focusing and accelerating their careers. This includes an evaluation of goals, assessment of opportunities, development of a strategic plan, resume redevelopment, interview coaching and compensation package negotiation coaching. Corporate services include evaluation and training relating to recruiting and retention of professional staff and on-campus recruiting services.

### **Sr. VICE PRESIDENT & Sr. INVESTMENT ANALYST**

Robert W. Baird & Co.  
Milwaukee, Wisconsin

1995 - 1997

Financial Institutions (banks / savings & loans – asset sizes ranging from \$50 million to over \$50 billion), Specialty Finance, Private Mortgage Insurance and Banking Technology equity analyst for a leading regional brokerage firm. Performed economic, industry, and company analyses in the evaluation of investment alternatives. Frequently communicated with and interviewed senior

**Sr. VICE PRESIDENT & Sr. INVESTMENT ANALYST** - Robert W. Baird & Co, *Continued*

management of corporations; maintained daily contact with institutional investors and retail brokers. Worked closely with the firm's investment bankers and OTC trading desk. Required strong research, oral and written communication skills. Published hundreds of research reports including industry analyses, detailed company evaluations and recommendations and periodic investment updates. Managed, trained and guided a staff of three including two senior analysts. Frequent public speaker on securities valuation, economic analysis and industry trends. Frequently conducted broker and investor education seminars on Baird's behalf. Institutional clients included firms such as Fidelity Funds, T. Rowe Price, J. P. Morgan, John Hancock and Northwestern Mutual Life.

**PRESIDENT**

DHBC, Inc. (a development-stage consumer goods company) 1993 - 1995  
Milwaukee, Wisconsin

Developed the business plan, marketing plan and financing strategy for a newly formed company. Researched and created the product, evaluated various production methodologies, negotiated production pricing, quality control, production schedules and delivery schedules. Arranged suppliers, created the distribution channel, developed the branding including packaging, merchandising and advertising.

**VICE PRESIDENT, PORTFOLIO MANAGER & ANALYST**

Capital Investment Services of America 1992 - 1993  
Milwaukee, Wisconsin

Managed selected portfolios for this \$1 billion investment management firm. Responsible for all aspects of portfolio management including investment plan development, selection of investments, communication with the in-house trader, and relationship management. Also analyzed equity investments across a broad range of industries. Stocks followed included 3M, Disney, Kodak, GenRe, Chrysler, Sigma Aldrich Chemical, Authentic Fitness, Florida Power & Light and dozens more. Worked with nationally-known consultants (SEI, Mercer, etc.), brokerage firms and investors in the development of new business. Clients included corporate plans, individuals, and charitable organizations.

**VICE PRESIDENT & Sr. INVESTMENT ANALYST**

The Chicago Corporation 1991 - 1992  
Chicago, Illinois

Financial Institutions (banks / savings & loans) equity analyst for a regional brokerage firm. Performed economic, industry, and company analyses in the evaluation of investment alternatives. Frequently communicated with and interviewed senior management of corporations. Maintained daily contact with institutional investors and retail brokers. Worked closely with the firm's investment bankers and OTC trading desk. Required strong research, oral and written communication skills. Published company outlook and investment research reports as well as industry analyses.

**VICE PRESIDENT & Sr. INVESTMENT ANALYST**

Kemper Securities Group (Blunt Ellis & Loewi)  
Milwaukee, Wisconsin

1988 - 1991

Financial Institutions (banks / savings & loans) equity analyst for a leading regional brokerage firm. Responsible for all economic, industry, and company analyses in the evaluation of investment alternatives. Frequently communicated with and interviewed senior management of corporations. Maintained daily contact with institutional investors and retail brokers. Worked closely with the firm's investment bankers and OTC trading desk. Required strong research, oral and written communication skills. Regularly published research reports on companies and industries followed. Developed and published a comprehensive quarterly research report covering every publicly traded financial institution in nine Midwestern states.

**VICE PRESIDENT & INVESTMENT ANALYST**

The Milwaukee Company (Dain Bosworth)  
Milwaukee, Wisconsin

1987 - 1988

Financial Institutions and Generalist (retailing, manufacturing, paper companies, etc.) equity analyst for a regional brokerage firm. Performed economic, industry, and company analyses in the evaluation of investment alternatives. Frequently communicated with and interviewed senior management of corporations and maintained daily contact with retail brokers. Worked closely with the firm's OTC trading desk. Required strong research, oral and written communication skills.

**FINANCIAL ANALYST & MANAGER**

Crowe, Chizek & Company, CPAs (*currently the 8<sup>th</sup> largest U.S. CPA firm*)  
Indianapolis, Indiana

1982 - 1987

Formed, developed, and managed the firm's Financial Resources Group which executed investment banking projects for clients. Extensive experience in mergers & acquisitions, business valuations, security valuations, financing alternatives analysis, financial modeling, financial projections, strategic planning, budget development and control, business development planning, monthly performance analysis and reporting, regulatory reporting and profitability improvement. Merger and acquisitions experience includes: business valuations, negotiations, target identification, acquisition planning, integration planning, offer analysis, tax and accounting structure and target analysis. Also performed extensive work in asset / liability management.

**OTHER PROFESSIONAL EXPERIENCE**

**Investment Analysis:** Experience analyzing financial companies (banks, savings & loans, private mortgage insurers and insurance companies), technology companies, medical companies, retailers, brewers, manufacturers and more. Significant experience analyzing and investing in all sizes of companies from development stage to multinational with multibillion dollars of sales. Direct experience in the following investment styles: growth at a reasonable price (GARP), large cap growth and value investing.

**Securities:** Experience with securities regulators, equity offering filings and working with underwriters' counsel.

**Training & Education:** Over 20 years of experience educating and training individuals, small groups and large audiences. Able to explain complex investment, accounting, regulatory and other issues in simple, straight-forward, understandable ways. Strong use of analogies and diagrams.

**Sales:** Significant sales experience covering more than 20 years. It is a common misperception that investment analysts are “green eye-shade” types. Sell-side analysts generally spend 50% or more of their time in a sales capacity interfacing with brokers, institutional and retail clients and investment banking clients. Experience selling investment research, investment management services, securities, and professional services.

## PERSONAL INVESTING EXPERIENCE

Began investing in stocks at the age of 11. At the time was the only person in the family to have a stock broker including parents. Began reading Barron's, Forbes and the Wall Street Journal on a regular basis early in high school. Began trading stock options on 18<sup>th</sup> birthday from dorm room.

## EDUCATION

*Bachelor of Business Administration*, Honors College graduate and Presidential Scholar, 3.87 GPA (4.00 Scale), 1982, Western Michigan University.

Majors: Finance, Management Information Systems

Minors: Economics, General Business

*Chartered Financial Analyst* (CFA) designation awarded in 1989.

*Financial Analysts Seminar*, sponsored by Association for Investment Management and Research, July 1992, Northwestern University.

*Securities examinations*: Series 7, 63 and 65 (*expired*).

*Continuing professional education*: Approximately one thousand hours of continuing professional education since college on topics including: SEC regulations, ethics, accounting, auditing, taxation, mergers & acquisitions, business valuation, trading policies and procedures, portfolio management and negotiations.

## PERSONAL DATA

Born: September 1960  
Height: 6' 2"  
Weight: 190  
Health: Excellent



## PUBLISHING & MEDIA EXPERIENCE

Have published thousands of industry and company reports as a research analyst. These reports were disseminated to brokers, traders, retail investors, institutional investors, the press and others.

Extensively quoted as an equity investment expert and industry expert in publications including: Barron's, Forbes, Fortune, Newsweek, Chicago Tribune, Detroit Free Press, American Banker, Money and Time.

Has appeared as a financial industry and investment expert on television talk shows, at conferences, in company films and in company publications.

## OTHER EXPERIENCE

Extensive technology background including significant knowledge of microcomputers and larger computer equipment. Have worked with a variety of electronic spreadsheet, word processing, graphics, and electronic mail systems. Also have programmed computers using many languages. Significant internet experience including a variety of web technologies. Have used email since 1984 and have actively used the Internet since 1993.

## ORGANIZATIONS & ACTIVITIES *(past and present)*

Association for Investment Management and Research  
Financial Management Association  
Investment Analysts Society of Chicago  
Milwaukee Investment Analysts Society  
New York Bank & Financial Analysts Association

Personal interests include: tennis, golf, roller blading and biking.

## SERVICES PROVIDED

Expert witness, litigation support services, case analysis, financial analysis, business valuation and securities valuation related to investments, securities fraud, accounting fraud, investment banking, investment research and stock brokerage.