

ADAM V. WASZKOWSKI
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SUMMARY

Self-motivated Finance Professional with strong analysis and strategic planning abilities. Thorough academic and investment theory knowledge. Able to frame analysis decisions from a variety of fundamental and technical perspectives. Extensive experience presenting financial concepts. Committed to the highest standards of professionalism, ethics and client service. Excellent communication skills and an investor-based approach to asset management.

QUALIFICATIONS

- MACROECONOMIC ANALYSIS
- FINANCIAL REPORTING & ANALYSIS
- CREATIVE INDEPENDENT EVALUATION
- INCOME STATEMENT ANALYSIS
- BUSINESS & CLIENT DEVELOPMENT
- CUSTOMER SERVICE & RETENTION
- SERIES 7 AND 66 LICENSED
- EXTENSIVE KNOWLEDGE OF EXCEL

EDUCATION

2012 LEVEL III CFA CANDIDATE

Passed Level II June 2011

MASTER OF BUSINESS ADMINISTRATION

FLORIDA GULF COAST UNIVERSITY, Fort Myers, FL
Finance Concentration

BACHELOR OF SCIENCE, BUSINESS MANAGEMENT

BOSTON COLLEGE, Chestnut Hill, MA
Finance Concentration

INTERNATIONAL STUDIES, INSTITUTE FOR EUROPEAN STUDIES
Vienna, Austria

PERSONAL AND PROFESSIONAL AFFILIATIONS

Member, CFA INSTITUTE
Member, CFA SOCIETY OF NAPLES
Chapter Leader, ALUMNI CHAPTER OF SWF, BOSTON COLLEGE
Member, USA TRIATHLON
Member, FORT MYERS TRACK CLUB

PROFESSIONAL HISTORY

- 2011- Present **Equity Trader**, Hold Brothers Capital, LLC, Estero FL
* *Trade NYSE listed equities for own account*
- 2008- 2011 **Financial Advisor**, Morgan Stanley Smith Barney, Naples FL
* *Assessed financial goals and risk tolerance of clients*
* *Recommend investments, insurance, asset allocation strategies*
* *Guided Portfolio Manager designation*
* *Managed discretionary portfolios utilizing ETF Asset Class Momentum Strategy*
* *Selected Asset Managers for Clients using systematic Risk/Reward Measures*
* *Established and Monitored Income Solutions for Clients, Utilizing a Cash Flow to Volatility Methodology*
- 2006- 2008 **Home Mortgage Consultant**, Wells Fargo Home Mortgage, Bonita Springs, FL
* *\$10M Residential Home Loan Production*
* *\$2M Private Mortgage Banking Production*
* *\$910,000 Reverse Mortgage Production*
- 2005 - 2006 **SENIOR LOAN OFFICER**, WCI MORTGAGE, Naples, FL
* *Produced \$16 M in home loans in 1st 8 months with company.*
* *Rated #6 in Company Production, 2005, out of 23+ loan officers*
- 2005 **LOAN OFFICER**, COUNTRYWIDE HOME MORTGAGE, Columbus, OH
- 2002 - 2004 **MORTGAGE LOAN ORIGINATOR**, FIFTH THIRD BANK, Columbus, OH
* *Generated \$35M+ in mortgage loans in first 2 years in the industry.*
* *Achieved "Top 10" Retail Mortgage Loan Originators.*
- 1997 - 2002 **BRANCH MANAGER**, ENTERPRISE RENT-A-CAR, Columbus OH & Tucson, AZ
Managed branch of 165 cars and staff of 9 earning \$1.8M in revenues.
* *Consistently exceeded monthly and annual goals.*
* *Received Fleet Growth Award, 1998, 1999 & 2000.*
* *Established, grew and maintained largest corporate account during 1st year, value of \$100K.*
* *Established over 45 corporate accounts, University of AZ, Arizona's University Medical Center, Federal Express, among others.*
- 1996 - 1999 **SALES REPRESENTATIVE**, MOUNTAIN LIVING, INC., Flagstaff, AZ
Weekly and monthly magazine advertising sales.
* *Increased sales revenues 90% per month in advertising accounts.*

Excellent References Available Upon Request