

THEODORE WILLIAM BROWNE
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EDUCATIONAL AND CAREER HIGHLIGHTS:

Education:

MBA, Kelley School of Business, Indiana University, Class of 2009. Bloomington, Indiana. Emphasis: entrepreneurial studies, nonprofits, and marketing. Note: At the time of enrollment, Kelley was the 3rd ranked marketing and 6th ranked entrepreneurial MBA program in the United States.

B.S., American Economics (with Honors); minors in Business and Music. University of Redlands, Class of 1985. Redlands, California.

Career:

Over the last 24 years, I've tried to be a well-rounded leader. Currently, I am the Chief Storyteller (CEO) for Beyond Athletic Life Lessons, Inc. ("BALL"), an educational nonprofit. My previous experience includes working with Fortune 500-caliber companies like American Express, GMAC and the Federal Reserve, in addition to operating start ups. My capacities have been in general management, finance, analytics/audit, marketing, and sales.

- I led a due diligence valuations team of 23 employees in evaluating and valuing (as a preparation for potential merger or sale) more than 700 private middle market companies (sales between \$2mm and \$50mm) in virtually every major SIC/industry. I also audited/analyzed dozens of financial institutions with assets of \$50mm to \$3 billion and was the youngest Examiner-In-Charge in the history of the Federal Reserve Bank.
- As a marketing program manager and/or consultant, I have directed several direct marketing, brand management, and ad fulfillment campaigns, as well as personally authored much of the collateral material.
- As one of 500+ employees, I was selected as GMAC's *first* Corporate Mentor at the GMAC Direct/ditech.com facility. My responsibility was to guide the career paths and knowledge base of employees wishing to advance their careers within GMAC's consumer lending divisions.
- As House Leader, I was elected by over 300 of my GMAC Direct peers to head up GMAC Direct's inaugural agent-based think tank. Our charter was to organize, implement, and track corporate marketing strategy effectiveness, pricing, product mix and production. I then presented these findings and our recommendations for improvement to senior GMAC management for ongoing implementation.
- As president, I organized and led a captive business financing and primary market research unit for over 5 years, working directly with small business owners, digital imaging manufacturers, and their affiliated trade organizations.
- As a Customer Care Manager, I oversaw the sales pipelines of 43 sales agents, and increased the company's radio call in-to-funding ratio from 4% to 9% over a 5 month period despite a turbulent financial market.
- As a software applications geek, I have authored automated marketing analysis and sales/sales flow tools as plug-ins for such software as Point, Gallagher, Office 2007 and Eclipse.
- As a professional salesman, I sold millions of dollars' worth of intangibles in both a B2B and B2C environment. I consistently produced better numbers than 95% of the more than 900 agents employed at various corporate divisions and two companies for 6 consecutive years. I was ranked "Best in Class" by GMAC management at every annual review (the evaluation considered production, customer service, and business acumen).

EMPLOYMENT HISTORY, 1997 to present:

BEYOND ATHLETIC LIFE LESSONS, INC. ("BALL")

(May 2008-present)

Chief Storyteller (CEO)

BALL is an educational nonprofit entity that teaches children aged 6-12 values and ethics through youth athletic leagues such as The Boys and Girls Club, PONY baseball, and others. As the founder, I was featured in Kelley's November 2008 Alumni Magazine along with my mentor, Dr. Thomas Hustad.

CONSULTANT/FULL TIME GRADUATE STUDENT

(July 2007 to August 2009)

While enrolled full time with IU's Masters program, I have been a consultant with the Boys and Girls Club (developed a values-based coaching curriculum) and IndyMac Bank (transitioning portfolio customers into Conforming Loan products).

LENOX FINANCIAL MORTGAGE CORPORATION

(October 2005 to August 2007. Left to pursue full time MBA.)

Customer Care Manager, Sr. Loan Agent

GMAC DIRECT/DITECH.COM

(November 2001 to September 2005)

House Leader, GMAC Mentor, Sr. Loan Agent

FIRST REPUBLIC FINANCIAL/1st SUBURBAN CORPORATION

(April 1997 to October 2001)

President/C.E.O.

(Captive primary market research provider, private label equipment lessor, mortgage banker net branch)

OTHER EMPLOYMENT, 1986 TO 1997:

THE REPUBLIC GROUP, a division of American Express

(Small business finance institution)

February 1996 to March 1997

Managed agents and originated small ticket B2B financing.

CALFIRST BANCORP

(Middle market business finance institution)

November 1994 to February 1996

Management Resource Program ("MRP") Team Member.

MIDDLE MARKET RESEARCH

(Market research and consulting agency I started to service Chemical Bank – read below)

December 1990 to November 1994

Owner, Contract research consultant.

CHEMICAL BANK: THE GENEVA COMPANIES

(Chemical Bank subsidiary specializing in middle market mergers and acquisitions; sold in 1991)

May 1988 to January 1993, the last two years as a consultant through MMR)

Associate Dealmaker, Valuations Manager (*youngest manager in history of company*), Financial Analyst

THE FEDERAL RESERVE BANK OF SAN FRANCISCO

August 1986 to May 1988

Bank Holding Company Examiner, Examiner In Charge (youngest EIC in FRB-SF's history)

OTHER ACADEMIC HONORS/AVOCATIONS:

College Highlights: NCAA College World Series Baseball pitcher and U of R Hall of Fame team member; U of R Symphony (Principal Player: Euphonium). Most notably, I made both the President's and Dean's List.

California Real Estate Licensee (and Broker pending 4q-2008), with accommodation real estate licenses in several other states.

Leadership Orange Graduate, Class of 1994.

Federal Reserve Board Banking and BHC schools graduate, 1986-87. 97th percentile.

Electronic Data Systems S.E.D. Training Program, (paid internship) EDS/Blue Shield Account- San Francisco, CA 1986.

Avocations: Teaching kids, volunteer (Church and the Boys and Girls Club); youth sports coach, college and high school baseball/wrestling coach; photography; music performance/composing.