

## Robert C. Forrester

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### EDUCATION

AACSB Professionally Qualified Bridge Program  
In cooperation with the University of Southern California and the University of California, Irvine (University of Texas, Austin Campus), 2010.

MBA  
Midwestern State University, 2009.

BBA – *Summa cum Laude*  
Midwestern State University, 2006.

### WORK EXPERIENCE

*Four Stars Auto Ranch, Inc.*, Henrietta, TX (March 1987 - present)  
President / Chief Executive Officer -Established and direct operations for \$40 million annual sales company; recruited management and staff; developed and implemented all policies and procedures to support every department of operation as sales grew from \$1 million to \$40 million annually; planned and led development of sales force and dealership automation; directed, planned and managed dealership expansion, construction and special projects; established lending division in dealership to lend money to high-risk credit consumers making automobile purchases leading to additional \$3 million in annual sales.

*Forrester Reinsurance Company, Inc.*, Incorporated in Turks and Caicos Islands (March 1993 – present) President / Chief Executive Officer- Founded and directed operations for offshore insurance company; expanded product lines to include: credit life insurance, accident and health insurance, automotive extended warranties and gap insurance policies; directed corporate investments to maximize returns.

*Patterson Auto Center, Inc.*, Wichita Falls, TX (January 1982 - February 1987)  
Sales / Fleet Sales Manager / Sales Manager - Hired, trained and supervised staff of 15+ salespersons; managed annual marketing budget for sales operations; developed and implemented inventory control system for \$4+ million inventory; produced all budgets, forecasts, and development strategies for new/used vehicle operations.

*Reynolds Aluminum*, Longview, TX (1976 – 1977); Shreveport, LA (1977 – 1978); Houston, TX (1978 – 1979); Wichita Falls, TX (1979 – 1981) Management in Fortune 500 Company. Created and implemented a variety of management reports, including cost control and sales forecasting; increased sales in each location.

## **AWARDS**

Midwestern State University Dillard College of Business Distinguished Alumnus 2010  
Top 5% nationally on MFT as graduate student at Midwestern State University  
Top 10% nationally on MFT as undergraduate student at Midwestern State University  
GLO-BUS Best-Strategy Invitational May 2009  
MSU President's Medal of Excellence 2006  
Outstanding General Business Student 2006  
Delta Mu Delta  
Regional BBB Torch Award recipient for honesty and integrity in business – 2009  
Top 15 contestants in International BBB Torch Awards - 2009  
Voted Texoma's Best 2007, 2008, 2009  
Five Star Award (Chrysler award for outstanding customer satisfaction, training, and profitability - first recipient in North Texas)

## **BOARDS AND COMMITTEES**

River Chevy Dealers (President)  
Clay County Memorial Hospital Foundation (Chairman)  
MSU Business Advisory Board  
MSU –BAB- Outreach Committee (Co-Chair)  
MSU Dillard COBA Strategic Planning Committee  
BBB Torch Award for Ethics – Steering Committee  
Munir Lalani Entrepreneurship Board  
Clay County Hospital Board of Managers  
CCMH/Forrester Wellness Center – Founder

## **REFERENCES**

Dr. Bob Harmel, PhD. Professor of Economics, Midwestern State University  
Dr. John Martinez, PhD. Director, Mamie Raborn Center for Economic Education;  
Midwestern State University  
Dr. Jeff Stambaugh, PhD. Director Munir Lalani Center for Entrepreneurship;  
Midwestern State University