# All Accomplishments – Age 44
### Ones in Blue are Major

## BUSINESS

**MSI - General Management**
    Becoming President
    **Turning MSI around in 1986 (Sales, Exp, Funding, Morale)**
    Forcing major crossroads decisions & implementing
    Reversing being fired as CEO & getting employment contract
    **Creating & Selling Renewal (Teamwork, Purpose & Basic Beliefs)**
    Closing 30% of the sales in 1986/87/88
    **Creating "Total Solution" strategy & materials (inc OA demo)**
    Putting focus on quality
    Increasing quantity, quality and breadth of staff
    Increasing Open Architecture e.g., user defined fields, spreadsheet

**MSI - Finance**
    **Developing my Financial Planning & Measurement approach**
    Designing & installing a complete accounting (fin & time) sys
    Making expense plan 5/5 years & revenue plan 3/5
    Always finding a way out of all our financial crises
    Improving Management System e.g., planning/measurement discipline
    Implementing effective Senior Management Bonus Program
    Raising capital (venture & SBA) with a "not easy to sell" story
    Creating Annual & Quarterly reports to investment community
    Locating & leasing new location
    Creating "electronic office" to improve admin efficiencies
    Making the career switch to MSI

**IBM - Finance**
    Turning around STL morale & becoming best 2nd line mgr
    Implementing profit measurement by product manager system
    **Becoming a professional mgr ("best they had in10 years")**
    **Introducing Time Value of Money & changing 3380 pricing**
    Preannouncement work on DB2 and Saguaro cartridge tape system
    Building & using GAPS plus getting others to use it
    Making the career switch to finance

**IBM - Marketing/Sales**
    Introducing SPL units in IBM Europe Sales Plan
    Creating SPL Handbook
    Getting DPD to use the SPL Handbook
    Achieving five 100% Clubs in five years
    Getting MDAC to switch from RTS to IMS
    Getting MDAC/IBM to do AEIMS study

## SCHOOL

Getting all A's during first year in MBA program & finishing with 3.8
Election as President of student body
Election as VP of fraternity
Creating best Rush Book in history of fraternity
**Founding & running College newspaper**
Election to Blue Key Fraternity
Becoming Salutatorian of graduating high school class
Election as President of High School Senior Class
Winning batting title with 400 batting average in senior year
Becoming best player on JV basketball during my junior year

## OTHER - BUSINESS RELATED

Founding & running AEA Software CFO group
Making a graceful exit from MSI
Planning & executing the MSI Sabbatical
Developing & using "Attracting the Right Opportunity"
Mastering the MAC (WordPerfect, Excel, Cricket, PageMaker)

## OTHER - PERSONAL RELATED

Founding & running Sales Workshop for East LA high school kids
Finding job, moving to and living in Europe
Going around the world
Becoming a father