

## Glenn Gregory Professional Biography

Glenn Gregory has earned the trust of clients with investable assets who are looking for precise results. Glenn is President and Portfolio Manager of Obsidian Investment Advisers, a registered investment advisory firm he launched in 1999 after a successful career in international business development with such companies as British Petroleum, General Motors and Microsoft.



*"Investors need to rely on advisers with high ethical standards and proven skills," says Glenn.*

*"The unique advantage of working with a Registered Investment Adviser (RIA) is that we have a fiduciary duty to clients, which means our duty is to act only in the client's best interest."*

Glenn's goal is to invest client assets where they can generate the highest return, as he tries to mitigate the risks associated with market climates while providing a range of money management services.

Glenn has always had a passion for managing money, but considers his main job as helping people achieve their financial goals. Given his core belief that business is fundamentally about providing solutions and solving problems, by founding Obsidian he has been able to combine the ability to serve with his passion. He considers his work with Obsidian, "the perfect job."

Glenn is also an experienced corporate turnaround artist, having traveled the globe turning around several underperforming divisions during his career, and more recently taking this knowledge to the local small business community through his work as an active angel investor.

He prides himself on his financial acumen, business ethics, and depth of knowledge.

Glenn earned a BS in Electrical Engineering from Cornell University, received his MBA from the University of Virginia's Darden School of Business Administration, and passed the Financial Industry Regulatory Authority (FINRA) 7, 66 and 24 examinations.

He currently serves on the Boards of the Bank of Washington as Chairman of the bank's Asset-Liability Committee (ALCO), Washington Care Services (a skilled nursing facility), and the Windwood Homeowners Association where he serves as Treasurer. He also serves on the North American Securities Administrators Assn Exam Maintenance Committee, which oversees content of FINRA Series 63, 65 and 66 exams.

He is actively involved in local small business investment and competitiveness issues, and often provides testimony in Olympia on private equity and economic development issues effecting Washington State businesses. He was appointed by Gov. Locke to the WA Securities Advisory Committee, on which he served as Secretary; to Gov. Gregoire's Global Competitiveness Council; the Washington State Infrastructure Financing Task Force; and several regional task forces: two Seattle Mayor's Task Forces: Economic Opportunity, and Minority Contracting; the King County Healthy Families and Communities Task Force.

Glenn also served as past Treasurer of Tabor 100 (a non-profit organization), past Chair of the Urban Enterprise Center at the Greater Seattle Chamber of Commerce, past Board member of Ezell's Fried Chicken Inc., and as judge for the PSBJ "CFO of the Year" since the award's inception.