

## **Biography: Linley S. White CFO, MBA, BSIE, CPA**

Mr. White has broad business management and finance experience in multiple industries. As Senior Vice President of Integrated Resources, a New York based investment banking company, he tripled the sales volume of a previously flat territory in one year, and raised over \$300,000,000 of privately placed equity over a six year period. After this experience, he joined the former chairman of the Integrated Resources broker dealer to form a two-person investment banking firm, Western Equities Inc. The company analyzed dozens of investment opportunities, nine of which were financed with approximately \$17,000,000 of private equity raised by the company. Two of these companies were managed by Western Equities. One was a startup long distance carrier which grew to \$10,000,000 in revenue, and was sold to a larger communications company. The other was a golf club manufacturer which was sold to Golfsmith, who still manufactures and sells the clubs today.

Mr. White's management experience also includes building a startup PBX dealership to the seventh largest in the nation selling a system later purchased by Intel, and creating and implementing a successful marketing concept to help financial services professionals build their businesses. Mr. White was also a Consultant for Touche Ross & Co. (Now Deloitte & Touche) where he became an industry expert on automating administrative systems for multi-billion dollar revenue regional grain cooperatives. Approximately 20,000 hours of consulting services were purchased based on his expertise.

Early in his career, Mr. White became the manager of the large boat assembly line for Glastron Boat company, at the time the largest fiberglass boat manufacturer in the world. Prior to his employment, the relatively new plant was underperforming design capacity by approximately 50%. With respect for the employees own knowledge, an understanding of human nature, and a little application of engineering principles, production was doubled within 9 months. He also served for 10 years as the CFO for Storage Systems Unlimited, Inc., a healthcare equipment distribution company, where he proposed and helped implement a business plan to diversify and grow the customer base and revenue. Revenue doubled over a four year period.

Mr. White is known as a problem solver, and is particularly skilled at identifying barriers to success and removing them. His broad range of experience enables him to understand whether a problem is related to manual or IT systems, personnel motivation or organization, marketing or sales, finance or accounting, or other fundamental business issues. He is currently a Principle in Linley White & Associates, a consulting firm helping companies identify and eliminate barriers to success. Mr. White holds an Industrial Engineering degree from Kansas State University, and an MBA with a finance focus from the University of Texas at Austin, and is a CPA (Colorado).

To contact go to: [www.linleywhite.com](http://www.linleywhite.com)