

John W. Pritchett

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CORPORATE FINANCIAL PLANNING AND ANALYSIS

Creative, out-of-the-box thinker with more than 15 years of diverse financial experience in real estate, new business ventures, investment funds, and family offices. Proven performance in the development of financial planning and analysis tools. Results-oriented super-fast starter. Exceptional personal and professional qualities.

ACHIEVEMENTS

Financial Planning and Analysis: With degrees in math and economics, an MBA, and superior computer skills, has implemented dependable budget and forecast systems in mature companies and developed financial projections for a variety of start-up businesses.

Financial Officer: CPA for more than 20 years with a strong background in management consulting and information processing. Brings a business-oriented perspective to financial reporting and has demonstrated the management skills and technical knowledge to superbly fulfill the responsibilities of corporate finance and administration.

Real Estate Industry: Consulted with multi-family and commercial real estate management and development companies on information reporting issues and served as a senior officer in both a public and private real estate company. Generated \$4 million in residential real estate sales.

Family Office Administration: Intensely trustworthy with a sterling reputation, has delivered diversified expertise to families of wealth.

New Business Ventures: Savvy businessman, has worked to bring a start-up public, established new businesses including an investment company and two Internet companies, and investigated other ventures.

EXPERIENCE

CORPORATE FINANCIAL PLANNING & ANALYSIS ADVISORY SERVICES 2008-
Consultant

Retained by two public companies to develop cash projection models and related analytical tools.

VIRGINIA COOK, REALTORS, Dallas, Texas 2008-
Major North Texas residential real estate brokerage firm

Real Estate Agent

Generated \$4 million in sales volume by developing agent websites including NancyMartinezHomes.com, 3525TurtleCreek.org, TheAthena.org. Employed skills in all aspects of real estate sales and marketing including, email, photography, comparative market analyses, listing presentations, etc.

SABBATICAL 2002-2008
During a sabbatical to fulfill a long-term dream to finish researching my family history and to pursue a career in voice-over, became a best-selling author, speaker, and radio producer.

ZIX CORPORATION, Dallas, Texas 1997-2002
A leading provider of Internet services that protect and deliver sensitive information
Vice President

Produced financial projections for new business ventures including CustomTracks, ZixMail, and ZixCharge. Developed ZixCharge, a product for secure Web purchases, and promoted it to major credit card companies. Helped company's outside law firm prepare a lawsuit against Visa International.

OBJECTSPACE, INC., Dallas, Texas 1996-1997
FastTech 50 software and consulting company with \$18 million revenue and 200+ employees preparing for an IPO

Chief Financial Officer

Supervised all accounting and financial reporting. Maintained vital relationship with auditors, Ernst & Young. Tracked employee stock options. Managed comprehensive annual budgeting and projection process.

- Negotiated favorable leases for expanding office needs.
- Arranged critical line of credit with NationsBank.

ARBImetrics CORPORATION, Dallas, Texas 1990-1996
Investment fund trading in stocks, options, and futures

President and Treasurer

Developed trading strategies and initiated trades through Goldman Sachs and Smith Barney. Prepared investor reports, financial statements, and fund and corporate tax returns. Managed personal finances of company chairman David Cook, founder of Blockbuster Video and originator of the Toll Tag.

- Achieved investment returns in excess of targets.

NATIONAL REALTY ADVISORS, Dallas, Texas 1990
Umbrella corporation for a series of public real estate investment trusts

Executive Vice President and Chief Financial Officer

Responsibilities were similar to those at Lincoln Property Company, but as applied to public-traded entities.

- Introduced a forecast system enabling the company to effectively deploy cash in a tight market.

LINCOLN PROPERTY COMPANY, Dallas, Texas 1984-1990
Private real estate development and management company then with \$5 billion in assets that operated in 25+ states through approximately 1,500 partnerships and corporations, and employed 4,000

Senior Vice President

Provided quality, cost effective, and timely support to the company's partners in the areas of accounting, tax, cash management, information services, loan administration, risk management, employee benefits, payroll, accounts payable, and corporate records. Directed the family office of founder Mack Pogue and his brother, Jack Pogue. Although responsibilities were generally the domain of a CFO, no one held such a title.

- Coordinated a team of 100+ functionally diverse professionals working together to react to complex and rapidly evolving business demands while achieving high service levels and containing costs.
- Substantially improved management information reporting systems, streamlined accounting practices, upgraded personnel administration, defined new employee benefits strategies including introducing a 401(k) program, and published a series of company-wide manuals aggregating more than 1,000 pages.
- Generated \$10 million through a risk financing program while maintaining industry-low insurance rates. Negotiated liability insurance security requirements down by \$1 million.
- Supervised the investment of cash reserves of up to \$50 million.
- Modified employee benefits program to save \$500,000.

ACCENTURE (formerly Andersen Consulting), Dallas, Texas 1975-1984
International information technology consulting company

Management Information Systems Consultant

Helped clients employ information processing and reporting systems in response to business problems and opportunities. Participated in practice management through college recruiting, local and firm-wide training, and professional staff development.

EDUCATION AND CERTIFICATIONS

TEPPER SCHOOL OF BUSINESS, Carnegie Mellon University, Pittsburgh, Pennsylvania 1973-1975
Masters of Business Administration, *With Distinction*

RICE UNIVERSITY, Houston, Texas 1969-1973
Bachelor of Arts, Economics and Applied Mathematical Sciences, *Summa Cum Laude, Phi Beta Kappa*

Certified Public Accountant, Texas 1977-2003

Real Estate Licensee, Texas 2008-Present

Short Sales & Foreclosure Resource Certificate (National Association of Realtors) 2010