

James D. Musengo, MBA, CFP
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OBJECTIVE: To provide advice and counsel to an existing client base using growth and income and estate planning strategies.

SKILLS AND STRENGTHS: Excellent at communicating and motivating co-workers.
Fluent in German. Computer literate in Microsoft products.
Experienced estate tax counsel and personal tax counsel.
Brilliant articulator and mentor to junior sales personnel.

RELEVANT EXPERIENCE:

AIG VALIC, Cleveland, Ohio

11/02 – present **FINANCIAL PLANNING ADVISOR**

- * Was awarded a book of \$50MM to manage from the company.
- * Generated the most brokerage commissions in 2003, 2nd in 2004.
- * Sold over \$1,000,000 of Franklin Templeton mutual funds in 2004

Currently have \$4MM of Franklin Templeton mutual funds under management.

- * Awarded an additional \$10MM of AIG VALIC assets to manage in January 2004 for superior performance of management after my first year with AIG VALIC.
- * Passed CFP exam in March 2008.

Prudential Securities Incorporated, Cleveland, Ohio

06/96 - 11/02 **BROKER- QUANTUM PORTFOLIO MANAGER**

- * Scored 89 on my only Series 7 examination
- * Hit all semi-annual bonus levels over a four year training period despite a 9 month leave of absence for military duty as a U S Army major in Bosnia and Herzegovina in 1999.
- * Promoted from the downtown Cleveland office to the east side Cleveland office August 2001.

Palm Harbor Homes, Dallas, Texas

01/94 - 03/96 **GENERAL MANAGER IN SPARTANBURG, SC**

- * Responsible for the selling, delivery, financing and profit and loss of a \$5,000,000 mobile home sales center.
- * Received two promotions in my first 15 months.
- * Was the number two sales centers in the NC and SC Divisions for profitability and sales and customer satisfaction.

University of Akron, ARMY ROTC, Akron, Ohio

01/90 - 08/93 **ASSISTANT PROFESSOR OF MILITARY SCIENCE -
RECRUITING OPERATIONS OFFICER**

- * Recruited the best qualified students in to ARMY ROTC.
- * Taught American Military History to the sophomore cadets.
- * Provided survival assistance to a Desert Storm KIA's family.
- * Finished my 11 year active duty army career.
- * University College professor of the year two years in a row.
- * Best scholarship and recruiting officer in the brigade 1992.

U. S. ARMY Officer, 11th U. S. Cavalry, 2d U.S. Cavalry, Federal Republic of Germany
10/82-12/89 **PLATOON LEADER-COMPANY COMMANDER**

- * Was responsible for \$30,000,000 worth of property, including food, fuel, ammunition and 41 vehicles. My unit was prepared to go to war on a two hour notice.
- * Evaluated, supervised and motivated a 75 person unit.

EDUCATION:

01/90 - 12/93

University of Akron, Akron, Ohio

MBA - INTERNATIONAL BUSINESS

Degree: *December 1993*

GPA: 3.408

08/78 - 05/82

John Carroll University, University Heights, Ohio

BS IN BA, FINANCE

Degree: *May 1982*

GPA: 3.01

HONORS:

4 Year Letterman John Carroll University 1978-1982

Team Captain John Carroll University rifle team -1981-1982

Awarded a full 3 Year Army ROTC scholarship 1979

President Delta Alpha Theta Fraternity 1981-1982

Member University of Akron College Bowl Team - 1993

Awarded membership in Omicron Delta Kappa, National

Leaders Honorary, as a University of Akron Professor -1991

UA - University College Professor of the Year 1991 and 1992

Retired U. S. Army Officer - Rank of Major

Lifetime member - Veterans of Foreign Wars

Trustee - Cleveland Heights High School Alumni Foundation

LICENSES:

Series 7, 63 and 65, Life, Health and Variable Annuity

JAMES D. MUSENGO

REFERENCES:

Dr. Susan D. Carver
Tutor
Self Employed
Shaker Heights, OH 44122
216-403-9566

DR. HARRIDUT RAMCHARRAN
Associate Professor of Finance
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