

WILLIAM S. LEAR

100 E. Bellevue Place, Apartment 26D

Chicago, IL 60611

Phone: (w) 312 283-0821 (f) -0825: Email: wlear2004@gmail.com



William Lear is a co-founder and Managing Director of The Chicago Corporation, a recently formed investment banking firm successor-in-name to a 2,000 employee firm which was sold to ABN-Amro in 1997 for \$200,000,000.

He and his nine equal partners, two of whom were former co-Heads of Corporate Finance at the prior firm, have assembled a team of 18 Senior Advisors, including the prior Chairman, to work with them to re-establish an enterprise with the same corporate values, brand identity and, hopefully, commercial success.

Importantly, this platform also enables Mr. Lear to pursue many additional personal goals including working/teaching/counseling others through his directorships and advisory relationships in business and educational institutions.

CAREER STRENGTHS

Mr. Lear has an extensive management background in commercial banking, investment banking and corporate finance. He has developed particular expertise in working with communications/media, medical diagnostics, energy, financial institutions and entrepreneurial enterprises. He presently serves as an advisor or full board member of half a dozen private companies and is actively involved in many social, civic and academic organizations.

QUALIFICATIONS

Four decades of general management and specific financial advisory relationship experience across a significant array of financial products and services including:

- Commercial Banking Products
- Venture Capital & IPOs
- Balance Sheet Restructurings
- Strategic and M&A Advisory
- Private Placements & ESOPs
- SBA and Corporate Bond Issuances
- Director/Advisory Board Memberships
- Off-site Strategy Seminars
- Personal Business/Mentor Experience
- Holder of Series 7, 63 and 79 Licenses

EMPLOYMENT HISTORY

THE CHICAGO CORPORATION

Feb. 2010 - Present

Managing Director

- Co-Founder
- Assisted with organizational structure, personnel selection and business implementation strategy
- Executed the new firm's first mandate, a \$10MM capital raise for a new technology company.

FOCUS LLC, CHICAGO, IL

2003-2009

Managing Director and, effective 1/1/09, Senior Advisor

- Opened the Chicago Office for this Washington, DC middle-market investment banking firm
- Originated an \$8,000,000 equity placement and a \$20,000,000 sale transaction
- Consultant and advisor to numerous boards regarding capital and strategic planning

BIOSAFE MEDICAL TECHNOLOGIES, LAKE FOREST, IL

1996-2001

Executive Vice President, CFO and Director

- Co-developed and commercialized a breakthrough technology for accurate diagnostic testing using micro-samples self-collected from home or work instead of 3-vials from a doctor's office.
- Raised over \$18,000,000 in debt/equity to acquire a laboratory and to develop the science.
- Co-led a shareholder initiative in 2004 to reorganize the enterprise with new leadership.

THE FIRST NATIONAL BANK OF CHICAGO

1973-1994

SVP and Head - Transportation Division - \$2 billion portfolio

- Originated lead relationships with major US airlines, most leading trucking companies and many railroads often using broad financial skills in leasing, futures and receivables finance.

SVP and Head - Private Placements/ESOPS - \$2-3 billion annual placement volume

- Re-organized a dormant division to earn a top ten volume rank in the US within two years.

SVP and Head - Worldwide Energy/Minerals Group - \$3 billion portfolio

- Led First Chicago to preeminence nationally in the fields of energy, mining and utility finance. Opened and managed ten direct report offices throughout the world employing more than 125 professionals. Generated a \$3 billion portfolio and a top five worldwide ranking in the industry. Clients included Arco, Amoco and Exxon.
- Retained as Financial Advisor to the Chinese National Offshore Oil Company (CNOOC). Wrote a dual-language textbook, commuted to Beijing for five years and taught the Chinese western financial techniques regarding how to structure and value offshore leases.

VP and Head - Communications/Media, Printing Division - \$2 billion portfolio

- Developed lead financial relationships with most of the large US cable television companies such as Comcast and Turner Broadcasting. Financed motion pictures including "Superman".

HORNBLOWER & WEEKS, HEMPHILL, NOYES

1968-1973

Vice President, Corporate Finance - NY and then Chicago

- Originated private placements and Initial Public Offerings primarily for cable television and telecommunications related organizations.

EDUCATION & MILITARY

HARVARD BUSINESS SCHOOL	1966-1968
US NAVY (Lt jg)	1964-1966
YALE UNIVERSITY	1960-1964

OUTSIDE BOARD AND ADVISORY BOARD MEMBERSHIPS

- **Pinpoint Communications**—Elected as the first ever outside Board Member of this 125 year old family-owned telephone, fiber-optic, microwave telecommunications enterprise.
- **Healthpoint Diagnostix**—Co-founder of this medical diagnostic company (successor to BioSafe) utilizing sophisticated collection, transportation and laboratory techniques to produce highly accurate screening results from diverse populations using only micro-samples of blood.
- **The Chicago Conservation Center**—Largest independent full-service art restoration company in the US. Rescuer of major art collections from e.g., the LaSalle Bank fire, Hurricane Katrina and Iowa floods. Co-advisor with Norm Bobins, Marshall Field et al.
- **Screener King**—Restorer and reseller of specialized industrial equipment to middle-market manufacturers. Created an important expansion of the company's business plan
- **Athena Financial Services**—A ten year old wealth management firm which has developed the ability to provide, without licensing conflicts, a full range of financial services such as wealth management, insurance, accounting, estate planning, consulting, and law to high net worth individuals.
- **Acappella Trading**—A food distribution service business specializing in consolidating and shipping truckload quantities of products to mid-size retailers.

ELEEMOSYNARY & PERSONAL

- Just completed 3 years as Director, the Harvard Business School Alumni Advisory Board
- Recent (12 year) National Trustee, The Leukemia & Lymphoma Society
- 1998 Co-Chairman, HBS Global Alumni Conference
- Past Co-President, The Harvard Business School Club of Chicago
- Ten years as coach/counselor in Entrepreneurship, Kellogg Graduate School of Business. Led Kellogg's "Gyan" team to a second place finish in the Oregon competition and then to the semi-finals in the world's scholastic moot business plan competition in Texas as well as to a first place finish in the 2009 Kellogg Cup.
- Ex-(25 year)Trustee, Friends of Prentice (Women's Hospital of Northwestern Memorial)
- Trustee and Past President, The Better Government Association
- Organized 2004 Light the City Pink Campaign--Lynn Sage Cancer Research Foundation
- Ran the Boston Marathon in 2:57 and climbed Mt. Everest to 23,000+ ft.
- Organized, participated in and set a recognized Guinness World Record for a 100 person,100 mile relay team
- Married with children 42, 34 and 12.

REFERENCES:

Dick Shoemaker, CEO - Pinpoint Communications: The offsite long-term strategy seminar which I held for his Board led to the offer of the Directorship (dick@pnpt.com).

Heather Becker: CEO - The Chicago Conservation Center and member of The Chicago Network. I arranged the financing which enabled her to acquire the Company from its founder and continue to serve as her counselor and advisor (heatherb@chicagoconservation.com).

Robert Shambora, CEO - Athena Financial Services: I meet individually and regularly with Bob regarding coach/counseling ways to accelerate his company's growth consistent with complex personnel issues dealing with multi-disciplined professionals in a complex regulatory environment (Roberts@athena1.com).

Pavan Singh, Leader of the "Gyan" Business Plan team (pavanks@gmail.com).

Barry Merkin, Professor and mentor which whom I have worked for more than a decade.