

JONATHAN H. PARKER, ESQ.

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LAWYER

Spearhead large-scale business matters. | Exceed client expectations. | Design financial strategies.

Accomplished attorney and entrepreneur with continuing success in DUI Defense with experience steering all aspects of various corporate transactional and litigation matters, including entertainment and sports, mergers & acquisitions, family law, commercial evictions, probate & guardianship, bankruptcy, and estate & trust planning. Strategize and execute research and analyses for both small and large-scale financial matters. Manage all aspects of business development and activities, including client procurement and cultivation, operations management, and marketing and promotions. Educate clients to ensure ongoing compliance with local, state, and federal laws, rules, and regulations. Excel at interacting with clients, litigation attorneys and general counsels. Research and draft briefs on a broad range of issues. Evaluate case results and use findings toward designing and executing strategies to achieve case success. Sharp, strong decision maker with a solid background analyzing market trends, and business advising.

EXECUTIVE PERFORMANCE

PARKER & MALONEY, Miami, FL, 1991-Present
Attorney

Business & Corporate Law | Case Strategy | Team Leadership | Case Management | DUI Defense

Manage a wide array of transactional and litigation matters for this sophisticated boutique law firm.

- Prepare all aspects of cases including deposing and securing witnesses, pleadings, memoranda of law, analyzing witness statements and other documents in preparation for trial and preparing in-depth case analysis.
- Stay abreast of laws, rules and regulations relating to DUI Defense, Entertainment and Sports Law, Business Sales Agreements, M& A, Family Law, Commercial Evictions, Probate & Guardianship, Insurance, Personal Injury, Bankruptcy (Corporate, Reorganizations, and Individuals), Estate & Trust planning, Sales Closings.
- Manage effective trial strategies to successfully oversee cases, plea bargains and settlement negotiations.
- Steer and facilitate day-to-day legal, marketing, advertising and promotional activities matters while striving to protect client assets, achieve client goals and implement cost-benefit analyses.
- Radio Show Host: "The Lawmen Show", educate and update clients and the public regarding all areas of the law and issues in the news, litigation and transactional situations.
- FINRA Arbitrator. Decided cases involving investor claims and firm claims against employees.
- Research, analyze and author legal opinions and handled additional casework in securities fraud, aviation disaster, and insurance defense litigation.
- Conducted a myriad of financial seminars and made multiple television appearances regarding market analysis issues; quoted in Oprah Magazine, USA Today, The Miami Herald and The New York Post.

SPORTS NUTRITION FRANCHISEE (GNC), Miami, FL, 2005-Present
Franchisee

Operations Manager | Asset Sales | Market Analysis | Contract Negotiation

Lead a team of staff in all aspects of daily activities with a focus on spearheading the expansion of business development, team management and overall operations for this top nutrition company.

- Head management duties and day-to-day operations, including procuring new clients and devising operational strategies.
- Cost-effectively allocate, administer and control budgets.

(Professional Experience Continued)

(SPORTS NUTRITION FRANCHISEE Continued)

- Develop sales and management trainee programs to streamline operations and increase efficiency.
- Design and execute profitable marketing activities and maintain up-to-date on current market conditions by performing ongoing competitor research and analyses.
- Spearhead teams of sales representatives and customer service representative in day-to-day activities while implementing proactive sales initiatives designed to achieve and exceed annual sales goals and objectives.
- Train and mentor staff in designing and delivering innovative and effective sales presentations to clients.
- Apply strong sales and managerial skills toward consistently achieving and surpassing sales quotas.
- Analyze and review work product and general operations to contain loss prevention variables.
- Provide superior customer service and troubleshooting duties in order to facilitate problem resolutions.

VARIOUS FINANCIAL FIRMS. Miami, FL, 1996-2005

Financial Advisor for Companies including Wachovia Securities and UBS PaineWebber.

Investment Management | Estate & Trust Planning | Insurance Coordinator | FINRA Arbitrator

Performed comprehensive and personal financial planning, providing expert services including Tax Planning and Preparation, Estate Planning, and Cash Flow Management.

- Compiled data for financial reports and conducted comprehensive analysis of social and economic data.
- Maintained up to date on current trends regarding new investments, updated tax laws, and various types of insurance in order to suggest financial alternatives to business firms and individuals.
- Worked with clients to assess and advised on retirement and estate plans, college funding, risk management, and other relevant investment options.
- Executed financial analysis and planning, with focus on researching investment products.
- Met with clients to review current portfolios and implement financial plans for financial products.
- Summarized data, reviewed long-term financial trends, and analyzed measurable economic influences pertinent to client portfolios.
- Financial Seminars presented to hundreds of prospects.
- Television appearances regarding market activity and financial planning.

Career Notes: Additional sales experience and strong background in the airlines/travel industry.

Creator and Author, Reality TV series.

Public Speaker, Radio and Television Competency

Consulted for e-Commerce internet start up companies.

EDUCATION/ LICENSES/ ADMISSIONS/ AFFILIATIONS

Juris Doctor - UNIVERSITY OF MIAMI SCHOOL OF LAW, Coral Gables, FL, *Editor-in-Chief, Amicus Curiae*

Bachelor of Science in Mathematics & Computer Science - TULANE UNIVERSITY, New Orleans, LA

Fraternity President, Kappa Alpha Order, Psi Chapter; **Newscaster**, WTUL-FM

Securities: *Series 3, Series 7, Series 8, Series 24, Series 63, and Series 65 (Lapsed); Life, Health & Variable Annuities (Lapsed)*

Bar Member. State Bars of **Florida, New Jersey, Hawaii** and US Distr. Courts (SD Fla., NJ, HI). **Chairman.** Florida Bar Grievance Committee 11C.

Community Service: Rotary International: President, Rotary Club of Miami (2009-10). American Cancer Society (Chairman Major Gifts Committee, President - New Directions Young Professionals Group). The American Red Cross (Disaster Relief Trained). Museum of Television & Radio. University of Miami Citizens' Board. Public Radio – On Air Fundraising Talent. Adoption Counselor: Humane Society.