

George J. Landau
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EXPERIENCE

Co-Founder Chairman	BUSINESS RESOURCE INSTITUTE	TIBURON, CA 1991 - Present
	Membership organization providing a range of discounted and easily accessed products and services tailored to owners and potential owners and operators of American small businesses. BRI seeks to give American small businesses the same expertise and advantages in doing business as those enjoyed by large companies.	
Securities Broker	AMERICAN INVESTORS GROUP, INC. INTEGRATED RESOURCES, A.F. GREEN & COMPANY	TIBURON, CA 1984 - 1989
	Opened branch office of New York based securities broker-dealer. Achieved highest sales volume in government securities and mutual funds.	
Member Board of Directors	INVESTORS OVERSEAS SERVICES	GENEVA, SWITZERLAND 1959 - 1971
	Joined when Company was a small broker-dealer organization selling the Dreyfus Fund to U.S. Military personnel in Europe. Instrumental in developing Investors Overseas Services into a \$2.5 billion company (in a then \$50 billion industry), and a major force in the creation and innovative marketing of financial products outside the United States. By 1969, Company was developing 12-13 new products a year, had 1 million client accounts, and performed 30,000 transactions a day. Personally negotiated to establish financial products and obtain work permits for personnel with officials of the Bank of England, Bank of the Netherlands, the Finance Ministries of France, Switzerland, Israel, Iceland, South Africa, Kenya, Luxembourg, and the Netherlands Antilles.	
Sr. Vice President	Administered 20,000 sales representatives in over 100 countries, 2,500 staff Administration and executives, and over 1,000,000 client accounts in more than a dozen currencies. Responsible for budget of over \$25 million per year.	
Senior Product Manager	Designed mutual funds, life insurance policies; real estate and banking products, Design including the IOS Investment Program, the Fund of Funds, and the Dover Plan.	
Sales Training	Provided administrative training as well as motivational, product knowledge and Director sales training for over 20,000 field representatives.	
General Manager	Opened markets and responsible for sales in Africa, Holland, Belgium, Luxembourg, Iceland, Israel, Portugal, and the Netherlands Antilles. Consistently maintained 10% of Company's volume through personal and group sales, while achieving highest quality of business.	
Senior Purchasing Agent	WESTINGHOUSE ELECTRIC CORPORATION	PITTSBURGH, PA 1955 - 1959
	Handled procurement of nuclear components for 5 different power reactors for the Commercial Atomic Power Division.	

<u>EDUCATION</u>	HARVARD BUSINESS SCHOOL Advanced Management Program Lecturer in 1968	CAMBRIDGE, MA 1971
	UNIVERSITY OF ROCHESTER B. S. in Physics and Optics	ROCHESTER, NY 1955

LANGUAGES Fluent in French; understand Polish and some Russian.

COMMUNITY INVOLVEMENT

Member	Business Advisory Council Tamalpais High School District	LARKSPUR, CA 1988 –1990
Trustee	World College West	PETALUMA, CA 1986 -1989
Trustee	Reed School District	TIBURON, CA 1981 –1985
Charter Member Paul Harris Fellow Past Director	Rotary International	TIBURON, CA 1977 - Present
Member Board of Directors	IOS Foundation	GENEVA, SWITZERLAND 1968 -1971

The IOS Foundation was the philanthropic arm of Investors Overseas Services. Each year, hundreds of thousands of dollars from the Company's profits were given away to worthwhile causes throughout the world. The grants made by the Foundation were often more than doubled by funds raised locally through the activities of IOS representatives and their wives. One of the Foundation's five criteria for awarding a grant was that an IOS Associate had to be personally involved, either with the project itself, or in local fundraising efforts.

Member Board of Directors President	The English Speaking Jewish Community	GENEVA, SWITZERLAND 1968 - 1970
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