DALE G. KAISER

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SUMMARY: Over 20 years of experience in financial planning, including creating and registering a successful corporation, implementing an effective employee benefits plan and managing the operation of insurance and securities entities.

EMPLOYMENT:

1998 – Present *FIRST FINANCIAL CAPITAL CORPORATION, Houston, Texas*

- Managed a wide variety of operations for First Financial entities, including insurance products and investment securities.

2002 – Present *President, First Financial Advisory Services, Inc.*

- Provide short-term investment management services to political subdivisions.
- Created successful marketing strategy and established institutional banking relationships.

1995 – 1998 *Area Manager*

- Designed and implemented employee benefits plan, utilizing Internal Revenue Code Section 125 “Flexible Benefit Plans”, Section 457 “Deferred Compensation Plans”, and Section 403 (b) “Tax Deferred Investments”.
- Administered tax deferred plans for several public school districts and corporations.
- Enhanced revenues via introduction and distribution of supplemental products.

1990 – 1995 *Director Financial Planning Division & Director Investment Securities Research and Marketing*

- Created new corporation and completed all requirements to register it as a Registered Investment Advisor with the Securities and Exchange Commission, generating fee income for company.
- Initiated and established a relationship with a discount brokerage firm for the purpose of transacting stock/bond sales for clients, generating additional commission income.

1985 – 1989 *Financial Planner*

- Developed and established Financial Planning Department, including financial plan design and generation; production of a money management seminar, and implementation of investment advice.

1983 – 1985 *PACIFIC CONSULTING CORP., Seattle, Washington*

- College Internship — led to full time position as Financial Planner.

EDUCATION:

B.S. degree in Financial and Estate Planning
University of Texas, Austin, Texas

LICENSES AND MEMBERSHIPS: National Association of Securities Dealers (NASD) Series 7 Registered Representative; NASD Series 63; Securities and Exchange Commission Registered Investment Advisor Representative. Texas Group I Life and Health Insurance and Variable Annuities. Member, International Association for Financial Planning.