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## **EXPERIENCE**

**MANAGING DIRECTOR**  
George and Co., Worcester, MA

**2001-present**

George and Co. ([www.georgeandco.com](http://www.georgeandco.com)) is one of the oldest and most respected business brokerage and appraisal firms in New England. Beyond brokerage, George and Co. is a board certified intermediary and appraiser capable of serving all aspects of the business acquisition or divestiture area. We value businesses, market them and develop financing packages to complete the transactions.

**CHIEF EXECUTIVE OFFICER/DIRECTOR**  
InterNational Risk Management, Inc. (IRM), Boston, MA

**1990 - 1998**

Co-founded IRM in 1985 and served as Director/Investor until 1990—became CEO in 1995 to manage transition from consulting company to consolidator of firms providing full range of risk management services to middle market commercial clients. Orchestrated 7 acquisitions totaling over \$80 million of premium revenue.

**EXECUTIVE VP/TREASURER/DIRECTOR**  
Nichols & Stone Co., Gardner, MA

**1972 - 1990**

**PARTNER** (Concurrent with Nichols and Stone)  
TR Industries, Gardner, MA

**1977 - 1985**

**VICE PRESIDENT**  
Financial Research, Inc., Belmont, MA

**1969 - 1972**

**PRODUCT SALES MANAGER**  
MA-Com, Inc., Burlington, MA

**1965 - 1967**

## **EDUCATION**

**Harvard Business School, MBA**  
**Bowdoin College, BA** (cum laude in Physics)