

## Michael H. Sears

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msears@searsgroupinc.com

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### SELECTED ACHIEVEMENTS

- Questar's Top Producer for 10-year period 2005-2015
- Prudential Annuities Masters Council 2009 and 2010
- Author of study designed to standardize the integration of training devices into the simulated battlefield and to facilitate inter-service technological exchange
- Nominated for the prestigious 8<sup>th</sup> U.S. Army, Douglas A. MacArthur Leadership Award

### EDUCATION

United States Military Academy, West Point West Point, NY  
*Civil Engineering, May 1985*  
Co-Captain of West Point Football's 1<sup>st</sup> Bowl Win, ranking 18<sup>th</sup> nationally

### EXPERIENCE

- 1995 – Present      SEARS GROUP, INC., formerly ADVANTAGE INVESTMENT GROUP  
Englewood, FL  
**Owner/President**  
After acquiring Advantage Investment Group, the asset base was increased by an estimated 50%. The designation of Senior Advisor was obtained while opening and staffing a second office. Purchased Myakka Asset Management in 2014.
- 1994 – 1995      DAVENPORT and COMPANY of VIRGINIA  
Williamsburg, VA  
**Investment Executive**  
Manager of personal finances and retirement programs.
- 1991 – 1994      PAINE WEBBER  
Plattsburgh, NY and Norfolk, VA  
**Investment Executive**  
Manager of personal finances and retirement programs.
- 1985 – 1991      UNITED STATES ARMY  
**United States Army Officer / Helicopter Pilot and Aviation Program Manager**  
Active participant in the requirement/contact writing, design review, funding allocations and fielding of the \$60K Aircraft Survivability Equipment Trainer IV program. Author of a study designed to standardize the method of integrating all engagement simulation equipment into the simulated battlefield. Achievements resulting in the receipt of the Meritorious Service Medal. Detachment/Airfield

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Commander: Selected for a Captain's command position as a Junior First Lieutenant. Responsibilities included the direct supervision of all airfield activities/operations to include 41 U.S. personnel and 9 Korean nationals. Missions included flying Department of the Army level dignitaries. Significant achievements included 100% mission completion despite limited assets, receiving installation of the month honors, increasing the average physical fitness score 30 points, and assisting 6 personnel in receiving promotions. The result was a nomination for the prestigious 8<sup>th</sup> U.S. Army, Douglas A. MacArthur Leadership Award. Section Leader/Supply Officer: Managed 10 personnel and 5 UH-1 helicopters. Achieved day, night, and night vision goggle pilot-in-command after only 6 months of in-country flight experience while flying the Korean border. As the company Supply Officer, was responsible for a \$69M inventory. Change-of-Command inventory was conducted without a single discrepancy.

### PROFESSIONAL LICENSES & CERTIFICATIONS

- Registered Investment Advisor
- General Insurance Agent
- Licenses: Series 24 (General Securities Principal), 7, 63, and 65

### PROFESSIONAL ASSOCIATIONS

- Obtained securities registrations through FINRA
- Member Strathmore's Who's Who

### COMMUNITY ACTIVITIES

- Former President of the Norfolk Sports Club 2012 (2<sup>nd</sup> oldest sports club in the country)
- Founding Member and Former President of Society of Magicians #226
- Former Board Member of Bon Secours Senior Health Program
- Former Board Member of D'Art Center
- Former Board Member of Hampton Roads VA West Point Society

### REFERENCES

Available upon request.