

Art Diaz, MBA
The University of Texas at El Paso
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Employment Record:

- 6/2009 - Present: **University of Texas at El Paso****
Lecturer/Director/Executive Director
Lecturer in Marketing, Management, and Entrepreneurship Courses
Director of The Franchise Center
Executive Director of CEDARS (Center for Entrepreneurial Development, Advancement, Research and Support)
- 2000 – Present **Art's Financial Services, Inc. – El Paso, Texas****
***President**
Provide Business Development and Financial Services such as Business Valuations, Mergers and Acquisitions, Management Consulting, and Business Loans and Loan Packaging, Quarterly and Year End Financials, Corporate Tax Returns to small and medium size businesses (under \$50 Million in annual sales.)
- 1995 – Present **Continental Hall - El Paso, Texas****
***Owner**
Rent hall for Church Functions, Weddings, Quinceaneras, Anniversaries and private parties.
- 1998 – 10/2005 **International Profit Associates, Inc. (IPA) Chicago, IL.****
***Sr. Business Consultant:**
Consulted many types of businesses. Reviewed, analyzed, recommended, and implemented procedures to organizational systems allowing management to operate more efficiently and effectively. Conducted organizational studies, evaluations, designed systems and standard procedures, work simplification and measurement studies, created job descriptions, implemented management principles, and prepared operational and procedural manuals. Worked with all facets of businesses including but not limited to financials, accounting, human resources, sales and marketing, inventory control, distribution, organizational management, cost controls, job costing controls, preventive maintenance, and hiring and firing.
- *Project Manager:**
Opened and managed consulting projects, created project plans and did consulting work as well as data information gathering for Business Valuations.
- *Mergers & Acquisitions Executive**
Consulted and managed business transactions of businesses exclusively listed with IPA for selling, buying, merging, financing, valuating, and strategic alliances. This included but not limited to, contracting clients, finding potential buyers and sellers, negotiating, interfacing with clients legal and financial professionals, valuating businesses and determining selling price.
- *Business Analyst:**
Analyzed Client companies' management, operations, control, financial, and marketing departments and identify weaknesses and problems.

Art Diaz, MBA

(Employment Record Continued)

1998 – 1998 **George S. May Int. Company – Chicago, IL & San Jose, CA**
***Project Director / Staff Executive Consultant**
Consulted many types of businesses. Reviewed, analyzed, recommended, and implemented procedures to organizational systems allowing management to operate more efficiently and effectively. Conducted organizational studies, evaluations, designed systems and standard procedures, work simplification and measurement studies, created job descriptions, implemented management principles, and prepared operational and procedural manuals. Worked with all facets of businesses including but not limited to financials, accounting, human resources, sales and marketing, inventory control, distribution, organizational management, cost controls, job costing controls, preventive maintenance, and hiring and firing.

1986-1998 **Art's Financial Services. – El Paso, TX**
***Owner**
Sold, solicited, and serviced life insurance products and financial services to clients.

***Registered Representative.**
Sold, solicited, and serviced investment products to prospective clients and present clients.

***Regional Sales Director. – El Paso, TX**
Recruited, trained, and managed general agents and their agents throughout West Texas and Southern New Mexico.

Baytree Investors, Inc. – Chicago, IL
***Managing Director.**
Provided Mergers & Acquisitions, Business Valuation, Management Consulting, Management Buyouts, Asset Purchases, Loan and Loan Brokerage Services, Equity, Mezzanine and Subordinated Debt services to businesses.

El Paso Community College – El Paso, TX
***Lecturer, instructor** for undergraduate computer, marketing, management courses.

University of Phoenix – Santa Teresa, New Mexico
***Lecturer** of graduate and undergraduate courses in Marketing, Management, Financial Management, and Business.

1986-1986 **Kentucky Central Life Insurance Companies**
***Sales Manager.**
Recruited, trained, and hired insurance agents to sell, solicit insurance products.

1985-1986 **Principal Mutual Life Insurance Companies**
***Agent.**
Sold, serviced, and solicited insurance products.

1983-1985 **Metropolitan Insurance Companies**
***Agent.**
Sold, serviced, and solicited insurance products.

1982-1983 **International Fitness Centers**
***Manager**
Hired, trained, supervised, and motivated employees. Administered all management functions of business. Sold individual and group memberships.

Art Diaz, MBA

(Employment Record Continued)

1971-1982 **Safeway Stores, Inc.**
 ***Assistant Manager**
Helped with all managerial and operational functions of the entire store. Some specific functions included managing staff, ordering stock, inventory, scheduling of workforce, cashiering, stocking, training, sacking, motivating staff, and maintaining a courteous attitude toward customers and employees.

Education:

Webster University Graduate School
***Masters in Business Administration (MBA)**
Emphasis in Management.

University of Texas at El Paso
***Bachelors in Business Administration (BBA)**
Emphasis in Management.

Professional Associations and Courses:

1996 Intensive study courses in areas of negotiation, finance, and business analysis.
1996 24 Intensive study courses for Credit Union. Includes financial reports, managing risks, policies, planning, investments, pricing, budgeting, marketing, strategic planning, bankruptcy, loan granting, collections, auditing, and succession planning.
1994 NASD Securities courses (series 6 & 63)
1983 to 1990 Various professional courses for Chartered Life Underwriter (CLU) professional designation and Life Underwriters Training Council Fellow (LUTCF) professional designation.

Extracurricular Activities and Volunteer Work:

Past President of School PTA.
School Volunteer
Volunteer neighborhood co-op patrol.
Former Chairman of the Board of West Texas Credit Union (El Paso, Texas)
Past member of National and Texas Association of Life Underwriters.

Honors and Awards:

Sales Achievement Award - Mar. 1997, Baytree Investors.
Deal Quality Award - Feb., Mar. 1997. Baytree Investors.
One of 200 top agents in US - Midland National Life, 1995, 1996.
Top sales manager in US and company, Kentucky Central, 1986.
Top agent for El Paso area, MetLife, 1985, 1984.
One of 200 top agents in US, MetLife, 1984.
One of 10 top sales persons in company, Int. Fitness Ctrs. 1983, 1982
Teaching Excellence Award – Management, 2016

References:

Available upon request: