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Barrington Financial Consulting Group

Minneapolis, Minnesota

Expert Witness / Consultant

January 2024 – Present

- Alternative Dispute Resolution in Financial Services
- In-depth financial knowledge and experience
- Analyzing accounting and other records, compiling, and managing databases, and retrieving and preserving electronic evidence to support civil and criminal trials
- Quantifying damages via rigorous examinations of liability
- Valuating equities, futures, commodities, debt instruments, and options
- Identifying the strengths and weaknesses of the case
- Communicating facts succinctly and accurately

Embree Financial Group

Chicago, Illinois

Managing Director

Chief Operating Officer

January 2016 – Present

- Primary responsibility of running the day to day operations of the firm to ensure seamless on-boarding and continuous delivery of excellent client service through our Financial Planning, Investment and service teams.
- Responsible for developing and implementing investment models as well as customized investment solutions for clients including comprehensive asset allocation in coordination with outside private equity investment opportunities.
- Head of Investment committee in charge of due diligence and implementation of new investment ideas while overseeing all trading activities firmwide to ensure compliance within our investment philosophy.
- Increased AUM from \$600 mil to over \$1.9bil in 7 years.
- Implemented several process improvement initiatives that led directly to accelerated growth in profit.
- Created and implemented employee job descriptions, career paths and training protocol.
- As Chief Compliance officer I wrote the company compliance manual, instituted regular annual compliance reviews and spearheaded our SEC Audits in 2016 and 2021.
- Acting head of the Human Resources portion of the firm properly on-boarding training and developing new employees. Including quarterly feedback sessions with each employee.
- Overhauled compensation program to align every employee with the common goals of the firm.
- Researched and implemented several new technology solutions to increase firm and employee efficiencies.
- Develop firm strategy and conduct firmwide strategic planning sessions annually.
- Track individual and firm goals and maintain detailed firm metrics each quarter including Net AUM, clients gained/loss, incentive compensation for each employee and year over year comparisons for goal planning purposes.

Waddell and Reed
Schaumburg, Illinois
District Branch Manager

September 2013 – December 2015

- As a member of the Waddell & Reed leadership team, I managed a branch location outside the division office. I guided financial advisors to leverage their strengths and experiences to build successful practices. I approached every day eager to serve as mentor to both new and seasoned financial advisors; prepared to provide the knowledge and resources to take their practice to the next level; and committed to building an office that demonstrates the collective passion we share for our clients and our community
- Recruited, selected and licensed financial advisors to one of two Waddell & Reed platforms. Coached financial advisors as they built efficient, unique and growing practices by removing roadblocks that impeded financial advisor success.
- Executed frontline supervision, identifying and addressing supervisory issues as needed while guiding financial advisors in developing succession strategies as they plan for their own retirement.
- Encouraged financial advisors to maintain a balanced approach to business and personal goals.

Vestor Capital Partners, LLC
Chicago, Illinois
Managing Director

September 2006 – March 2013

- Designed a standardized approach to the wealth management process that can be customized based on client needs. This approach was designed to move the client from a status of “satisfied” to an “engaged” status that leads to deeper client loyalty and referrals. This was achieved by implementing both *Mind Mapping* along with wealth management index methodology made popular by Ross Levin.
- Developed and implement a proactive five star client service deliverable that enabled advisors to focus their energy on new business development and spending time with clients. The firm’s top Advisor grew his business by \$30 million in new AUM the year following implementation.
- Researched and introduced Financial Planning software to the firm. Trained the Advisors and support staff on best practices for implementing the planning solution to the clients which resulted in a dramatic growth in client planning engagements.
- Streamlined and created more effective operations relating to technology, human resources, asset management, wealth management and client service that has turned negative growth to positive and client retention from 90% to 98.5%.
- Managed the third party channel by working with the director of marketing in each of the intermediary firms in order to most effectively promote the Firm’s strategies to their Advisors.
- Worked with Placemark and TD Ameritrade Institutional on creating a presence for Vestor Capital’s proprietary strategies within their Unified Managed Account Program.
- Developed a unified managed account presence with FolioDx through Cetera financial to offer the Vestor Capital Strategies to third party Advisors.
- Managed the distribution of Vestor Capital’s proprietary strategies (Large Cap Core, Global and Equity Income) to the intermediary channel. Provided wholesaling service of our Separate Account Management to third party Advisors at Financial Network, LPL and Ausdal. Focused on showing them ways to build their business through best practices.
- Instrumental in getting our firm into the TD Ameritrade Advisor Direct Program where our Advisor team gets referrals from the retail TD Ameritrade consultant. Our Advisors are assigned to specific offices to help the investment consultant at TD capture new business. We also monitor the activity and progress of each Advisor in the program to ensure a positive result. We have a very high close ratio and strive to be in the top 5% versus other firms in the program.

- Manage the daily operation of a staff of 22 employees including 6 new business development relationship officers and 4 client service administrators. Increased profitability by shifting from an asset management focus to a wealth management strategy utilizing a broader platform of strategies and services.
- Acted as the internal planning specialist for the firms Advisors. Assisted them in closing complex planning cases for high net worth clients.
- Created a more consistent marketing message to our prospects and clients by managing the creation and distribution of all marketing material. Also serve as key relationship manager for data providers such as Morningstar, PSN Informa and Evestment Alliance for our proprietary strategies.

Merrill Lynch Pierce Fenner and Smith
Chicago, Illinois

February 1988 – September 2006

First Vice President –Private Banking and Investment Group/ Private Wealth Advisor
Certified Financial Planner, Certified Investment Management Analyst

- Earned membership into the exclusive Director's Circle in 1998 after generating over \$5 million in revenue for the firm.
- Worked with high net worth speculative clients that focused on trading financial futures and options on all of the world's major exchanges as well as cash derivatives with Merrill Lynch's New York trading desk.
- While managing a group of 3 financial advisors and 2 client service specialists, I created, delivered and implemented a comprehensive financial plans focusing on investments, tax planning, risk management, philanthropic strategies and estate planning for our ultra-high net worth families.

Securities Litigation Consultant

January 1991 - November 1998

Chicago, Illinois
Independent

- As an attorney, provided legal analysis in commodities / securities cases and assistance to parties and their counsel in preparation of cases for arbitration. Services included:
 - Interpreting security and commodity brokerage statements and analyzing transactions.
 - Determining client's profit and/or loss.
 - In depth analysis of options trading and how the market's volatility impacts client's positions
 - Suitability analysis of client investments.
 - Discovery of excessive trading ratios including cost-to-equity ratios, commission-to-equity ratios and turnover ratios.
 - Provide understanding of client vs broker control of accounts and determination of broker self-interest.
 - Determining the validity of client complaints.
 - Guidance on supervisory and compliance issues.
 - Determination of the Fiduciary Duty.

Prudential Bache Securities
Chicago, Illinois
Financial Consultant

October 1986 – February 1988

- Full service financial consultant; advised conservative clients on creating investment portfolios in addition to providing trading services for active money managers.

Oppenheimer / 312 Futures
Chicago, Illinois
Account Executive

September 1984 - October 1986

- Started at 312-Futures, a wholly owned subsidiary of Oppenheimer and Co. Inc., as an account executive responsible for soliciting and opening new accounts.
- After spending several months as the top salesman, averaging 20-25 new accounts per month, transferred to Oppenheimer to become a full service Financial Consultant.

Paine Webber Futures Inc.

Chicago, Illinois

Arbitrage Clerk

November 1983 – September 1984

- Serviced the firm's commodity Account Executives doing business in the Currency, Eurodollar and Treasury Bill trading pits at the Chicago Mercantile Exchange

Volunteer Work

Securities Expert Roundtable

National Chapter

- Serve on the practice management committee

November 2023-Present

Investment and Wealth Institute

National Chapter

- Served on writing committee to exam and author questions for certification exams for the CIMA, CPWA and other designations.

October 2021 - 2023

Financial Planning Association

National Chapter – Ambassador (2014)

- Serve as Chapter Leadership Connection Ambassador where I share leadership tips and provide content to Chapter Leaders nationwide.

January 2001 - 2015

Illinois Chapter

- **President (2012) Chairman (2013)**

Member of this volunteer organization since 2001, joined the Executive Board in 2007 as Director of Finance. In 2010 became peer elected President and will serve as Chairman for the 2013 calendar year.

- The FPA is a leadership and advocacy organization connecting those who provide, support and benefit from professional financial planning. The FPA demonstrates and supports a professional commitment to education and a client centered financial planning process.

Education

John Marshall Law School

Juris Doctor (JD) - January 1991

Loyola University of Chicago

Bachelors in Business Administration

Registrations

(past and present)

Licensed representative for Series 7, Series 3, Series 15, Series 63, Series 65, Series 5 and Series 24

Admitted Illinois State Bar, May 1991

Certified Financial Planner

Certified Investment Management Analyst

Licensed Insurance representative

Memberships

Securities Expert Roundtable (since 2023)

Association of Certified Fraud Examiners (since 2024)

Financial Planning Association (FPA) (since 2001)

Bond Club of Chicago – Board of Directors (since 2010-2014)

Investment and Wealth Institute (CIMA since 2004)

Executive Committee – “Friends Helping to Light the Way” Chicago - B.D.S.R.A

References

Available upon request