

## Glenn Gregory Professional Biography

Glenn Gregory has earned the trust of clients with investable assets who are looking for precise results. Glenn is President and Portfolio Manager of Obsidian Investment Advisers, a registered investment advisory firm he launched in 1999 after a successful career in international business development with such companies as British Petroleum, General Motors and Microsoft.

Glenn's goal is to invest client assets where they can generate the highest return, as he tries to mitigate the risks associated with market climates while providing a range of money management services. Glenn has focused Obsidian on a specialty--options and derivatives investment strategies.



Glenn has always had a passion for managing money, but considers his main job as helping people achieve their financial dreams. Given his core belief that business is fundamentally about providing solutions and solving problems, by founding Obsidian he has been able to combine the ability to serve with his passion. He considers his work with Obsidian, "the perfect job."

Glenn is also an experienced corporate turnaround artist, having traveled the globe turning around several underperforming divisions during his career, and more recently taking this knowledge to the local small business community through his work as an active angel investor.

He prides himself on his financial acumen, business ethics, and depth of knowledge.

Glenn earned a BS in Electrical Engineering from Cornell University, received his MBA from the University of Virginia's Darden School of Business Administration, and passed the Financial Industry Regulatory Authority (FINRA) 7, 66 and 24 examinations.

He currently serves on the Board of Directors of Ezell's Famous Chicken, Inc., and the Bank of Washington. He was appointed by Gov. Locke to the WA Securities Advisory Committee, on which he served as Secretary, and is past Treasurer of Tabor 100 (a non-profit organization), and past Chair of the Urban Enterprise Center at the Greater Seattle Chamber of Commerce.

He is actively involved in local small business investment and competitiveness issues, and often provides testimony in Olympia on private equity and economic development issues effecting Washington State businesses. Glenn has also served on several regional task forces: two Seattle Mayor's Task Forces: Economic Opportunity, and Minority Contracting; the King County Healthy Families and Communities Task Force; Gov. Gregoire's Global Competitiveness Council; and the Washington State Infrastructure Financing Task Force. He has also serves as judge for the PSBJ "CFO of the Year" since the award's inception.

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*"Analysts predict annual returns from index funds over the next 20 years will be modest," says Glenn.*

*"Investors will need to rely on advisers with proven skills"*

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