



**Donald F. Moore, Jr.**

## **Summary**

Mr. Moore has over 25 years of experience in the asset management and fiduciary industry. He has served in senior fiduciary positions with various US Treasury agencies, as well as a leading financial services consulting firm. He is currently CEO of Bearmoor, LLC, a consulting firm focused on the optimization of risk-adjusted revenue from the asset management and fiduciary line of business and well as assisting in the development and implementation of Risk Management practices. He also is an instructor with Cannon Financial focusing on the curriculums of Audit, Compliance, & Risk Management; Investments; and Operations.

He began his career as a Trust Examiner with Office of the Comptroller of the Currency. He has examined over 60 trust divisions, including the lead fiduciary examiner position at two of the nation's largest trust institutions. He has assisted in the development of national policy, including Regulation 9, and guidelines at both the Comptroller's Office and the Office of Thrift Supervision. His consulting clients include an array of bank asset management and trust divisions; stand alone trust companies; and asset management departments. Annual revenue lifts from Profit Enhancement projects are in excess of 17% and the Risk Mitigation projects have assisted clients in achieving positive operating results.

Mr. Moore is well respected within the industry. He currently a member of the Fiduciary Investment Risk Management Association (FIRMA) and was the former Editor of the Regulatory Update for the FIRMA FORUM, a quarterly publication for 11 years. He has also provided articles for publication in Trust & Estates Magazine. He has lectured at various industry conferences including the annual ABA Wealth Management & Trust Conference, the BAI Trust Conference; Conference of Estate Planning Attorneys; Federal Financial Institutions Examinations Council Seminar; and various other conferences and seminars.

Mr. Moore resides high up in the Rocky Mountains when not travelling on client engagements.

Mr. Moore's experience includes:

- Responsible for the development of business opportunities within the Asset Management and Fiduciary industry.
- Developed the revenue enhancement fiduciary and asset management consulting process and methodology.
- Provided fiduciary and asset management consulting services to various domestic and international clients.

- Responsible for the identification and implementation of concepts in the areas Profit Enhancement; Risk Mitigation; and Product Development. Annual revenue lifts for clients have been in the 15% - 25% range, with recurring revenues in excess of \$500 million.
- Responsible for the understanding industry trends and best practices and communicating them to affected parties. Developed Industry Trend Analysis for inclusion in various documents, reports, and journals.
- Provided training to clients and their staffs, the examination force, and industry participants on areas of project implementation, profit opportunities, compliance matters related fiduciary and asset management activities and initiatives.
- Developed regulations and policy for the supervision of fiduciary activities of national banks and thrifts, including Regulation 9 and the Handbook for Fiduciary Activities.
- Reviewed and made recommendations on individual fiduciary charter applications.
- Supervised the private banking, asset management and security service functions for two of the nation's largest national banks.
- Identified deficiencies in internally developed risk management and control processes.
- Developed recommendations to address the noted deficiencies and to improve overall asset management and fiduciary compliance.
- Delivered speeches, lectures, and training workshops to various organizations on the topics of fiduciary trends, compliance, and Profit Enhancement.

## **Education**

Mr. Moore graduated with honors from New Mexico State University in May 1987 with a B.B.A in Finance. In addition he has attended the Cannon Personal Trust Administration program and the Trust Audit and Compliance program graduating with honors from both. He has also received multiple Special Act Awards from the OCC for developing fiduciary policy, training, and examination material.