

ALLAN L. SHER
20 Ocean Park Boulevard #12
Santa Monica, California

Home: 213-392-0483

EXPERIENCE:

1990-1992

KEMPER SECURITIES GROUP

Chicago, Illinois

Chairman and CEO-Bateman Eichler, Hill Richards

Later merged into Kemper Securities Group and Responsibilities broadened to include Boettcher & Company and Lovett Underwood Neuhaus & Webb along with Batemen Eichler.

1983-1990

DREXEL BURNHAM LAMBERT INCORPORATED

New York, New York

1989-1990

Vice Chairman

Beverly Hills, California

Reporting to the Chief Executive Officer responsible for all west coast operations including High Yield Bond Department, Capital Markets Group, and Corporate Finance. Staff of 500. Promoted to Vice Chairman in January 1990 from Senior Executive Vice President with no change in responsibilities. Also a member of the Board of Directors and the Executive Committee.

1985-1989

Senior Executive Vice President

Individual Investment Group

Reporting to the Chief Executive Officer, responsible for 40 domestic branch offices. Over 1,200 sales executives and 3,000 total employees reporting through two Regional Managers and heads of Marketing, Marketing Support, and Branch Administration. Improved performance from a \$20 million loss in 1984, to break even in 1985 to a substantial profit in 1986

1983-1985

Executive Vice President

Operations and Administration

Reporting to the President, responsible for Operations, Finance, General Services and all other administrative functions. Staff of 2,500.

1981-1983

WERTHEIM AND COMPANY

New York, New York

General Partner and Member of Executive Committee

President and Chief Executive Officer, Wertheim Asset Management Services, Inc.
Director, Lewco Securities

1956-1981

MERRILL LYNCH AND CO., INC.

1980-1981

Senior Vice President, Government Affairs

Reporting to the Chief Executive Officer, served as liaison with U.S. Congress and the Administration.

1978-1980

Executive Vice President, Finance and Administration

Merrill, Lynch, Pierce, Fenner and Smith
Reporting to the President, responsible for Finance, Legal and Compliance, and General Services. Total staff of 2,000. Member of Executive Committee.

1976-1978

Executive Vice President, Services

Reporting to the President, responsible for Operations, Information Systems, General Services and Securities Research. Total staff of 5,000. Member of Executive Committee.

1975-1976

Regional Director-Metropolitan Region

Reporting to Executive Vice President for Sales, responsible for 24 branch offices in New York, New Jersey and Connecticut. One of six regional directors nationwide. Improved ranking from last place to first measured by both gross sales and profits.

1956-1975

Began as an executive trainee in New York and transferred to Washington, D.C. as a retail account executive in 1958. Was fourth largest producer nationwide in 1965.

Selected to manage new branch in Clayton, Missouri in 1967.

Office set records for gross sales and profits for new offices.

Named Regional Service Director in 1970 for Southeast Region headquartered in New York. Served as liaison between branches and home office.

In 1972 became Director of General Services Division in New York, responsible for Purchasing, security, Real Estate, Mail Department and Print Shop. Staff of 1,100.

