

ALAN R. TERRY, CPA

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CAREER PROFILE

Former Big Four firm Partner and Account Executive leading complex sales. Possesses a national network of business contacts, is mobile, and understands from three decades of experience in high growth environments most aspects of financial markets, accounting, tax, and financial reporting. Years of formal sales training related to lead account executive duties for professional services sales to Fortune 500 companies, including senior executive presentations and execution of complex sales strategies.

Thrives in a results-driven environment where return on investment, value creation, strategic alignment, client-facing activities, and collaboration are recognized for achieving improved organizational effectiveness, service excellence and greater investor and client satisfaction.

Known as a participative leader who executes an organization's strategic vision as well as practical steps for implementation. Solid conceptual and analytical thinking combined with experience in complex business transactions and strong P & L orientation.

Skilled in building consensus and negotiating expectations in order to achieve defined business outcomes. Able to synthesize multiple data points, quickly assess situations and resources, and coach and motivate others to consistently produce extraordinary results.

Currently serving as founder and leader of a startup company that is ready to be transitioned in 2010.

CHRONOLOGY OF EXPERIENCE

Founder, MORE BUSINESS SYSTEMS, LLC

2008 to present

DELOITTE, Atlanta, GA

1999- 2008

Partner

- National leader of Deloitte's tax outsourcing practice at a time when the size of the practice tripled; growth of this practice was 350% that of the rest of the U.S. Tax Practice during those years.
- Later strategically selected by the firm's senior management to be the lead account executive for client service teams, and led a number of breakthrough wins leveraging cross-geography and cross-functional teamwork; instrumental in winning over \$100 million in new business.
- Pivotal role in achieving largest win in Deloitte's consumer business practice history, serving as the sole tax partner on the pursuit team that presented to a globally recognized brand executive team.
- Material amounts of development of policies, practice tools, branding and thought leadership.
- Recognized as sales methodology trainer, leading several regional and local training sessions.
- Recruited by Deloitte from Turner Broadcasting System and admitted as a direct admit partner.
- Active in media and entertainment practice; worked directly with Deloitte's global practice leader.

PROFESSIONAL EXPERIENCE (continued)**TURNER BROADCASTING SYSTEM, INC., Atlanta, GA** 1988-1999**Corporate Vice President, Chief Tax Officer and President of a subsidiary**

- Led the tax function for all business units (news, sports and entertainment).
- Served as President of a leasing subsidiary. Successfully managed a distressed asset worth \$50 million.
- Responsible for tax counsel and participation in deal construction and compliance related to the acquisitions of film companies and other content library owners.
- Responsible for revising and enhancing processes for corporate tax planning and compliance, directly interacting with the CEO, CFO, and Controllers.
- Assisted with Ted Turner's personal financial matters, including Montana bison operation.
- Designed and implemented a new business model for management of the corporate tax function to optimize resource allocation and to strengthen focus on strategic planning and development.

PRICE WATERHOUSE, Atlanta, GA and Houston, TX 1978-1988**Senior Manager**

- Participated on the team that managed the Turner Broadcasting account, and worked on Turner's purchase of the CNN Center real estate complex.
- Served as writer of technical materials, coach and mentor to new recruits, and tax team leader.
- Delivered financial planning services to Fortune 500 company executives and other high net worth individuals.
- Managed a diverse range of complex research and compliance assignments.

EDUCATION & AFFILIATIONS

M.A., Accounting, University of Alabama, Tuscaloosa, AL

B.A., Business Administration, Huntingdon College, Montgomery, AL

Director, Atlanta Chapter of Tax Executives Institute, 1989 – 1999

Recipient, President's Award, Broadband Tax Institute, 2000

Former Member, Men With Vision (Atlanta Women's Foundation), 2007 -2009

Member, AICPA (and served on Corporations and Shareholders Taxation Committee), 1988 - Present

University of Pennsylvania, Ben Franklin Society and Donor to Athletic Department , 2007 – 2010

Former Member, Tocqueville Society (United Way), and a Friend of the Arts (Woodruff Arts Center)