

Michael Anthony Pearl

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Executive Producer for Music and Film, Entertainment Finance Consultant

Successful Manager, Team Motivator, Negotiator and Strategist that maximizes the potential of others by optimizing training and organizational skills. Experienced in advanced mentoring and communication techniques. Extensive experience in raising capital, consulting, real estate, film and business finance, debt collections, social media, hosting and reseller services. I have serviced major organizations such as: Bank of America (Commercial loan and private investor servicing and business banking finance), North West National Life Insurance (Document management control), Prudential Mortgage (Commercial loan servicing and private investor relations), Associates Financial (Branch Manager, regional collections manager), Washington Mutual (Loan servicing call center dialer manager/programmer, large receivables recovery management consultant and trainer), American Family Insurance (Ware house and inventory setup consultant) and Best Buy corporation (Inventory manager, trainer, operations manuals and inventory tracking system creation).

Residential and consumer loan approval authority.

Areas of Expertise

Film Production, Music Production, and Marketing

- Sales
- Credit
- Finance
- Management
- Receivables
- Customer Service
- Underwriting
- Coaching
- Real Estate
- Compliance
- Social Media
- Strategy
- Branch Operations
- Inventory Productions
- Call Center
- Management
- Training
- Research
- Marketing
- Organization
- Communications

Selected Achievements

4th Rider Media Publications Group: Created and Founded in 2017. Has grown into a communications network with 10 radio stations, streaming television network with news, and a digital media publications. This platform is growing...

World Harmony Music Radio Communications (W.H.M.R.C.): Established in 1995. Owner, publisher, and curator for almost 30 years.

SAMM Web Publications: Established in 2008. Media publications consulting, and feature film productions associated with Venture Capital. Facilitated investor communications and project investment strategies.

Bloomberg Communications: Developed a receivables recovery system and collected \$7,000,000 of outstanding debt within two weeks time.

Best Buy Corporation: Developed an inventory tracking system now widely used throughout the retail industry, authored the manual, and management training for operational procedures.

Bank Source Mortgage Inc: Developed, initiated, and managed a real estate call center that increased the companies profit margin by 200%. Earned \$50,000 in commissions my two first month as a residential loan officer and VP. Of Lending.

Network 1000: General manager in charge of operations. Setup quality assurance, sales, and web-design team for corporate accounts. Company liaison for corporate communications specifically involving state and interstate offices.

Professional Experience

- 33 years in film, music, and live entertainment production
- 17 years Executive Producer in Music, Film, and Entertainment Finance
- 18 years in film and music distribution
- 7 years in television and radio programming
- Over 30 years experience in banking and finance with major lenders and insurance companies

- 40 years as an Artist, Composer, Song Writer and Performer

Films and Music Videos Works (In front of the camera except where indicated)

Assimilate (Executive Producer) Full feature

Miles Away (Producer) Full Feature

Incandescent Love (Producer) Full feature

Get Thee behind Me (Producer) Full feature

Dockweiler (A.F.I. Film) Short

Nip Tuck (Television)

Compositions of My Living Experience (Recording Artist, Composer and Producer)

Perfect Choices (Composer, Music Score, Performer, and Music Coordinator)

Creepy Demon Caper (Composer, Music Score, Sound Effects, and Music Coordinator)

AT Issue 1&2 (Creator, Producer, and Director)

Aerosmith-I Don't Wanna Miss a Thing (Video)

Kirk Franklin-Declaration (Video)

Zutons-Always Right Behind You (Video)

Prince-Morning Paper (Video)

Automatic Love Letter (Video)

Double Take (Feature Film)

Graffiti Bridge (Feature Film)

Purple Rain (Feature Film)

Steve Harvey Show (Television)

Prior Experience

SAMM Web Publications

2007

Venture Capital, business, and real estate finance consulting. Assisted in raising capital for various industries including the film industry. Sourcing new business and sales of financial products. Contract negotiations and drafting. Mediate and facilitate conference meetings between investors, business owners and film producers. Secure investment funds for multi-million dollar projects. Background and credit investigations. Entertainment media creation, marketing and sales. Internet hosting reseller, web-design, e-commerce, social media marketing and hosting. Executive producer and director for film, television and commercial. Script writing and casting.

Court Yard

2005-2007

Owner and operator of a retail operation located in down town Glendale, Ca. Real estate owner, property management and consultant. Day to day retail operations and sales. Servicing local businesses and walk in customers. Bought, sold and financed residential and commercial real estate. Real estate property management including rent collection, leasing and legal. Financed millions of dollars in homes and commercial properties.

Wescom Credit Union HQ

2003-2005

Residential loan officer in charge of 6 branches. Sales, origination, marketing, customer service, and processing. Use and knowledge of Fannie Mae Desk Top Underwriting guidelines. Familiarization with credit, banking policies, financial strategy, and credit resolutions. Originated millions of dollars in loans with high customer retention.

Banc Source Mortgage

1998-2001

V.P. of Loan Originations, Marketing and Management Consultant.

Duties: Loan Originations, Telemarketing and Marketing Consultant, Loan Processing, Whole Sale Lending and Home Buyers Seminars.

Washington Mutual HQ

2001-2003

Davox manager/ administrator, call center manager, large balance real estate receivables, and trainer. Davox call center certified administrator, responsible for call center campaign strategies, training, and reports. Co-managed 100s of call center agents and was solely responsible for all Davox programming. Trained new call center agents and handled large balance real estate collections. Also responsible for the assessment of legal action such as foreclosures, bankruptcies, and reinstatement. I reinstated millions of dollars in high balanced loans and worked on various lending products such as conforming, sub-prime, and other special lending scenarios. V.P. Of Operations responsible for retail and wholesale products. Specific responsibilities include residential lending origination, establishing and retention of wholesale accounts, marketing and telemarketing operations setup management, networking, underwriting and seminars. Increased the companies revenue by 200%.

Associates Financial Branch Manager in charge of branch operations, underwriting, compliance, residential and unsecured lending. Managed collections for multiple branches, trained, and audited branch operations for compliance.

A.M. Miller and Associates Large balance collections, legal collections and bank cards. Collections account management, training and negotiations.

Best Buy Corporation Inventory Manager, trainer, personnel supervision, distribution, buyer, mega store setup, shipping, service and commercial collections.

Super America Corporation Inventory assistant, inventory management, tracking, shipping and receiving.

Professional Affiliations

Member of the American Collectors Association.

Notary Public.

Burbank Schools Student Site Council.

Burbank Viper Basketball Club (Non-Profit) Director Coach and Trainer.

SoCal Ethiopia (Non-Profit) Director

City of Los Angeles Parks and Recs Coach.

YMCA Volunteer Coach.

Education/Licenses

Education is still on going. Davox Certified Myers Brigg Certified and previously held Real State Certifications **University of Minnesota** 1 year general studies

National School of Business 1 year Audio engineering

Music Technology 1 ½ years Music Theory

Glendale College Psychology, Sociology, and Political Science.

I have also taken courses in Law Enforcement, Criminal Law, Civil law, and Business Economics.

Technology and Skills

Proficient with Microsoft office including Word, Excel, Power point, and publishing.

Nitro PDF, Adobe Acrobat Reader, Open Office Suite, Gimp, Various FTP Client software, Blender.

Content Management Systems such as Word Press, Drupal, Joomla etc.

Experience with E-commerce solutions, PHP, MySQL, Various Blog Tools and Publishing Platforms.

Experience with UNIX, Windows and Linux servers and operating servers.

Web-design and server programming experience.

I am not a programmer.