

My Philosophy
Go as far as you can see...
When you get there,
you can see farther.

James E. (Jim) Harris

Career Profile

35-Year Management Career



I am the son of a sharecropper who could not read or write. My mother and my father lived their entire lives in poverty. I earned a full graduate fellowship which paid for my MBA from an Ivy League university. At the age of 25, I aspired to be a bank president.

At the age of 35, I became a bank president. I have managed 3 multi-million dollar financial institutions, a \$12 million entrepreneurial loan fund, a microloan fund, and a small business development center and incubator.

My mission now is to empower low-income Pearls (aspirational students and adults) to enjoy career prosperity.

Education

MBA, Cornell University, Ithaca, NY Johnson Graduate School of Management

Corporation Finance/Collective Bargaining

Academic Fellowship, Graduate School Recruiter (North Carolina, Tennessee),

Business School Newsletter Columnist



BA, LeMoyne-Owen College, Memphis, TN

Sociology/Economics

Academic Honor Society, National Who's Who Honor Society

Editor-In-Chief College Newsletter, Editor-In-Chief College Yearbook

Special Studies Transfer Program, Junior Year, University of Iowa (1 of 2 Participants)



Currently

Owner, Jimvisions, Inc. Career Prosperity Strategist

Creator of the Career Prosperity Pathway, a career prosperity system for low-income students and adults that features 7 core beliefs validated with aspirational, vision, SMART goal setting, strategies, actions and breakthrough practices.

2000s Collierville/Memphis, TN (From Semi-Retired To Fully-Retired)

Owner, Jimvisions Small Business Consulting

- Co-Founder, Launch FN (Angel Investor/Venture Capital Consulting Firm) Atlanta, GA
- Project Consultant Serving Small Real Estate Developers for Atlanta University
- Small Business Consultant, Albany State University, Business Assistance Center
- Director, Consultant, Greater St. Louis AgriScience Project, Bell Community Services
- Director, Vice President, Bell Agriscience College Ready Program, Bell Community Services, Inc.

1990s Atlanta, GA

Program Director, \$750,000 SBA micro-loan fund serving 20 counties under contract with U. S. Small Business Administration.

Program Director, \$12 million Entrepreneurial Development Loan Fund (Led a staff of 5 entrepreneurial mentors, 1 loan officer) . This Fund was supported by a consortium of the 6 largest commercial banks in Atlanta, and served a 6-county area.

Program Director and Consultant, Atlanta Minority Business Development Center, funded by the Minority Business Development Agency of the U. S. Department of Commerce.
Entrepreneur mentor/coach/consultant .

Program Director/Consultant, South DeKalb Business Incubator (Coached 15 entrepreneurs who were incubator tenants) Funded by DeKalb County.

1980s St. Louis, MO

Commercial Bank President/CEO
(Assets: \$25 million; Income: \$2 million, 30 employees)
Bank Director, Executive Committee Chair

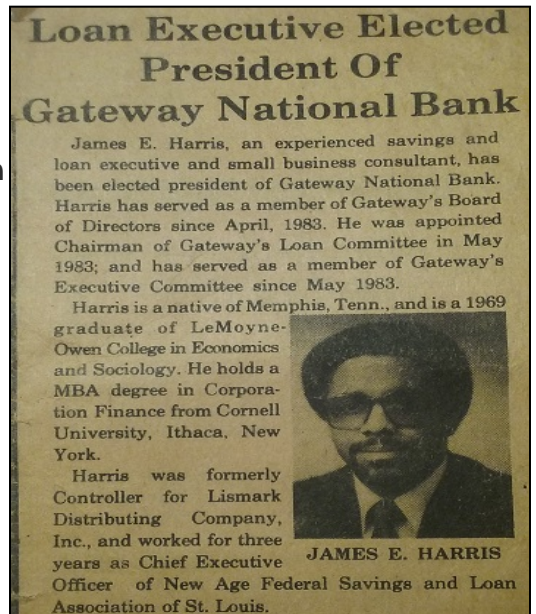
General Manager, Federal Savings and Loan Association
(Assets: \$15 million; 12 employees)
Board of Directors

Controller/Chief Financial Officer/Deputy Director
\$3 million dollar, 3-location community health organization
25 primary care physicians

Chief Financial Officer / General Manager
Miller Beer Distributorship
(Income: \$8 million, 25 employees)
6 sales territories, St. Louis City and County

Community Service

- *President, Kingsway Merchants Association*
- *Alpha Phi Alpha Fraternity, Muscular Dystrophy Telethon*



1970s Memphis, TN

Assistant to the President, LeMoyne-Owen College

- Member of Executive Committee
- Faculty Instructor, Corporation Finance
- Director, Institutional Research, Director of Copy Shop and College Book Store
- Community Liaison
- \$17 million United Church of Christ Nat'l Speaker's Bureau, UNCF Conference Representative
- Chair of Long-Range Planning Committee
- National President's Newsletter
- Woodrow Wilson National Fellowship Foundation



General Manager, Mutual Federal Savings and Loan Association (5 Employees)

Vice President, Wilson Harris Construction (Co-Founder, Co-Owner) - Painting/Carpentry
Commercial/Residential Firm Licensed/Bonded

General Manager, PDA Real Estate General Manager - Five Agents

Chairman, Dynamic Management Group (Small Business Consultants (Partnership)

FHA-Approved Housing Consultant, John Madison Exum Towers (New 10-Story Twin Towers Apartment Building for the Elderly)

Harris, Anderson, Wallace and Associates (Partnership) Management Consulting Firm

Community Service

Secretary, Memphis Area Minority Contractors Association

Executive Committee, Memphis Chapter, National Association of Real Estate Brokers

Member, Board of Directors, Tennessee Housing Development Agency (Appointed by Governor Winfield Dunn)

Treasurer, Annual Cotton Maker's Jubilee, Memphis

National Business League, Memphis, Board of Directors, Chair Economic Development Committee, Venture Capital Fund Chair, Memphis