



Danny M. Powell, Ed. D.

Dr. Powell is an accomplished business professional with substantial hands-on experience managing high-end financial and investment activities, managing the day to day operations of a regional financial services firm, and providing organizational assessment and consulting to various organizations. He combines his strong education, business expertise, presentation abilities, and outstanding instructional skills to train, educate, motivate and inspire students, professionals, and executives alike on the topics of Organizational Behavior, Leadership, Strategic Management, and Entrepreneurship. Dr. Powell's instructional content is not only packed with empirical evidence and knowledge from the classic scholars, but also from current literature, practical experience, and critical ongoing research being conducted by *Strand Theory* scholars. Danny possesses a genuine enthusiasm for seeking answers to the important questions of our time, while applying those findings with a sincere desire to help others succeed.

Dr. Powell is currently an Assistant Professor of the Keith Busse School of Business and Entrepreneurial Leadership, at The University of Saint Francis. At a University that is committed to the academic study, and development of Entrepreneurship and Leadership in our world, Danny is privileged to research, develop, and teach exciting lesson plans that incorporate real world activities, case study, and exploration, of topics including: Organizational Behavior, Entrepreneurship, Family Owned Business, Business and Professional Communications, Sales Management, Business Policy & Strategy, Entrepreneurial Consulting, Investment Analysis, and Managerial Finance. Dr. Powell's personal mission is: To lead, encourage, and inspire people to focus their innate talents so they can achieve success in their lives.

Prior to joining the University, Danny spent over 26 years in the financial services and investment industry. Danny began his career in 1985 working at Hancock Bank and Trust Company, and American Fletcher National Bank, while attending college. Powell spent seven years as an Advisor at NatCity Investments where he formulated, implemented, and monitored financial planning and investment strategies for National City Bank clientele.

In his role as an investment advisor, he managed investment portfolios totaling more than \$100,000,000.00., and was indirectly involved in 4 acquisitions. Also during his time at NatCity, Danny developed and implemented a comprehensive business plan to strategically align with National City's Corporate Banking Group and National City's Trust Department to capitalize on key relationships within the corporations highest network and profile clientele.

In 1996 Danny became a Regional Manager of *InvestorServices*, a Missouri based investment management firm, tasked with opening and directing all daily operations and management responsibilities, while personally managing more than \$60,000,000.00 of client investment assets. Danny devised and implemented a comprehensive business plan to open and operate local branch offices, coordinated rollout and training of new management systems, and led a team of professionals to achieve comprehensive organizational goals. During Danny's tenure with the firm, he introduced management systems that were responsible for increasing firm-wide revenues by over 50% during a two year period.

In 2001 Danny founded the firm that became Danny Powell, LLC, and DP Financial; organizational consulting, and investment management firms based in Springfield, MO. Danny held full decision-making authority for business and total oversight of operations; developed and managed a book of business, marketing activities, new business development, customer relationship management, community involvement, and was personally responsible for managing approximately \$40M of invested assets. Dr. Powell served as a business consultant and Financial Advisor for high-net worth, high profile clientele, business owners, and executives. DP Financial specialized in the analysis and develop financial goals and objectives for clientele, and the design, execution, and monitoring of investment portfolios around the study of "Modern Portfolio Theory". During the growth stages of DP Financial, he devised and executed a business/marketing plan that led to the turn around and acquisition of a regional wealth management firm. The turnaround strategy focused on building strategic partnerships, improving business mix, and creating operational efficiencies that increased assets by 367% and grew revenues 800%.

Dr. Powell holds a Bachelor's in Business Administration, a Master of Business Administration, a Master of Arts in Advanced Leadership Studies, and a Doctorate in Organizational Management. Dr. Powell's dissertation was titled: *Transformational Leadership: Its Effects on Job Satisfaction and Organizational Performance in Autonomous Professional Organizations*. He currently resides with his family in Fort Wayne, Indiana.