

ARTHUR S. GUARINO

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PROFESSIONAL EXPERIENCE

FINANCIAL INDUSTRY REGULATORY AUTHORITY, New York City, New York, December 2010 to present.

Securities Arbitrator. Responsible for hearing and judging disputes between clients and respondents in the securities industry (stock brokers, investment advisors, registered representatives). Responsibilities include case preparation, conducting a fair and impartial hearing, and rendering a verdict. Duties also include determining liability and awards for each party, managing the discovery process, reviewing case documentation, deliberating on specific motions, and case/hearing management.

RUTGERS UNIVERSITY, Newark, New Jersey, September 2008 to present.

Department of Finance and Economics

Instructor in Finance

- Currently teaching MBA courses in Analysis of Fixed Income, Financial Statement Analysis, Investment Analysis and Management, Financial Management, Financial Institutions and Markets, and Portfolio Theory.
- Developed and currently teaching on-line MBA course in Financial Management.
- Currently teaching undergraduate courses in Financial Institutions and Markets, Introduction to Finance, Finance, Corporate Finance, Financial Management, and Financial Statements.

STEVENS INSTITUTE OF TECHNOLOGY, Hoboken, New Jersey, January 1995 to August 2008.

Wesley J. Howe School of Technology Management

Senior Lecturer of Management

- Taught graduate courses in Managerial Finance, Managerial Accounting, Macroeconomics, Microeconomics, and International Policy and Business.
- Taught undergraduate courses in Microeconomics and Macroeconomics.
- Developed, organized, and taught an advanced graduate level course in international policy and business, *Power, Politics, and Policy*.
- Developed, delivered, and enhanced Stevens' first graduate web-based courses in Managerial Accounting and Microeconomics.
- Taught total of 150 students in selected semesters in seven different sections in face-to-face and web-based courses.
- Rated "Excellent" in student evaluations in face-to-face and web-based courses.

Acting Program Director, Master of Science in Management Program Howe School (2007 to 2008)

- Head of a major program, with full budget, administrative, and academic responsibilities. School is organized by programs, not departments, so position is equal to Chairperson, with strong business management and revenue focus.
- Participated fully in leadership and strategic development of the Howe School as member of the Executive Committee, Graduate Curriculum Committee, and Marketing Committee.
- Integrated classroom and on-line courses in order to manage distribution of enrollments across all delivery sites whether on campus, off campus, and on-line.
- Scheduled courses for off campus corporate sites such as Schering Plough, Lockheed Martin, and Pfizer.

- Hired, supervised, and encouraged development of fulltime and adjunct faculty.
- Supervised course postings, advisement, student communications, and graduate applications to the Management program.
- Coordinated with corporate clients to plan and market off-campus and on-line courses at various locations.

Accomplishments

- Organized and managed *Law and Entrepreneurship Conference* for Stevens held in Newark, N.J., in December 2007 and due to its success, was repeated in June 2008.
- Member of Law and Entrepreneurship Advisory Committee.
- Program Director of Pharmaceutical Management Department.
- Initiated “Welcome Back Week” for returning graduate students at start of each semester.

USERTECH, Saddle Brook, New Jersey, September 1997 to June 1999.

Consultant. Responsible for developing training material for end users for software packages, such as PeopleSoft. Involved in writing, editing, design and layout of training material using Microsoft Word, PowerPoint, Excel, and Visio. Training materials developed for accounting and financial software packages. Prepared and delivered in-house training material for new employees on the accounting and finance principles at firm’s training facilities.

THE BANK OF NEW YORK, New York City, New York, July 1993 to November 1994.

Benefit Administrator. Established new client accounts. Advised, informed and serviced clients regarding laws and rules for IRAs and SEPs. Oversaw asset transfer and rollovers to the Bank of New York IRAs. Reconciled proper share balance for client's accounts. Billed clients for services rendered. Received client bill payments. Handled special requests and inquiries.

METROPOLITAN LIFE INSURANCE COMPANY, New York City, New York, September 1988 to March 1992.

Assistant Supervisor/Trainer. Group Health Insurance Department. October 1990 to March 1992. Responsible for managing a Customer Service Department including daily supervision of 16 customer service representatives, performance appraisals, staff training and monthly business reporting.

Telemarketing Sales/Qualified Program Specialist. Pension Department. September 1988 to October 1990. Sold pension programs, IRAs, annuities, 401(k), and home mortgages to selected physicians nationwide.

TEACHERS INSURANCE AND ANNUITY ASSOCIATION-COLLEGE RETIREMENT EQUITY FUND (TIAA-CREF), New York City, New York, November 1986 to August 1988.

Benefit Counselor. Advised and counseled policy holders in financial planning for retirement. Identified needs of policyholders and analyzed, developed and implemented retirement programs. Extensive personal contact with high degree of human relation skills. Gave presentations to groups of policyholders nationwide including colleges, universities, hospitals, think-tanks and other non-profit organizations.

FIRST INVESTORS CORPORATION, New York City, New York March 1983 to November 1986.

Director of Training. December 1984 to November 1986. Promoted to develop and manage a Series 6 and 63 licensing program and a sales training program for the corporation's most profitable division. Supervised a staff of 10 trainers and reported to Senior Vice President of division.

Sales Supervisor. November 1983 to November 1984. Supervised representatives, hired new representatives, established sales techniques and strategies with representatives, and conducted Series 6 and 63 training classes. Supervised and managed 15 representatives.

Registered Representative. March 1983 to November 1983. Sales/account representative position. Held Series 6 and 63 and life insurance licenses. Developed, serviced, and maintained clientele of over 100 individuals and small businesses.

GABRIEL J. BULLARO, ATTORNEY-AT-LAW, Paterson, New Jersey, May 1982 to March 1983.
Law Clerk. Managed law office, including budgets, file keeping, and cash flow. Prepared reports and memoranda for use in litigation. Interviewed clients and prepared evaluations of meetings.

EDUCATION

RUTGERS UNIVERSITY SCHOOL OF LAW, Newark, New Jersey.
Juris Doctor - Majors: Business and Commercial Law, 2003.

SYRACUSE UNIVERSITY, Syracuse, New York.
Masters in Social Science - Major: International Relations, 1998.

SETON HALL UNIVERSITY, South Orange, New Jersey.
MBA - Major: Finance, 1990.
Certificate in International Business, 1990.

SETON HALL UNIVERSITY, South Orange, New Jersey.
BA - Major: Political Science Minors: English and Legal History, 1981.

PUBLICATIONS

“The Heavy Cost of Obesity” by Arthur S. Guarino, Inside Business, Volume 13, Number 7, July 2010, p. 7.

PRESENTATIONS

“How Companies Can Manage Healthcare Costs” Presented to The CFO Alliance in Woodbridge, New Jersey, on February 17, 2011.

RESEARCH INTERESTS

- Political and economic development, growth, and future of the European Union.
- Impact of the Federal Reserve Bank on U.S economic growth and financial community in crisis situations.
- Analysis of the history of the stock market as an indicator of U.S. economic growth.

PERSONAL

- President of Cypress Court Townhouse Association, 2007 to present.
- Extensive travel to Italy and in-depth study of Italy’s current economic and political situation.
- Fluent in Italian.
- Completed New York City Marathon in 1994 and 1995.

REFERENCES

Dr. Elizabeth Watson, Professor, Rider University, 609 – 896 – 5348
Ms. Denise Singleton, Consultant, 908 – 371 – 1578
Prof. Andrew Rothman, Dean, Rutgers University School of Law, Newark, 973 – 353 – 5671
Michael Pecklers, Esq., Pecklers ADR, LLC, 201 – 869 – 2371