



Education and Experience

Donald D. Duncan, MBA CPA CFA™ CFP®

Financial Counselor

Work #: (630)271-0033

OBJECTIVE

Utilizing my knowledge base, experience and expertise, I am managing my own business doing financial consulting to individuals and organizations.

WORK HISTORY

1997-Present: Owner and Principal for D3, Design Develop Deploy Financial Counselors LLC

Responsibility for managing all aspects of my clients financial well being, including portfolio management and financial planning.

1986- 1997: Vice President, Assistant Division Manager, Northern Trust Co.

Responsibility for managing Northern Trust's Trust Department Cash Investment Management Division. Responsible for all aspects of portfolio management for short term fixed income funds; including mutual funds, common funds, and collective funds. Major emphasis on technology, human resource management, and systems engineering approaches to management. Co-responsibility for over \$70 billion in assets.

1989-1991: Director of Credit Research, Northern Trust Co.

Established initial credit research capability for fixed income investments within the Trust Department while also managing all aspects of short term municipal investments

1986-1997: Technology Development and Systems Planning, Northern Trust.

Design, Development and installation of portfolio management systems applications, focusing on analysis and controls for \$70 billion Cash Investment Management Division

1985-1986: Financial Analyst, Northern Trust Co.

Peer group analysis and the Corporation's merger and acquisition specialist for business expansion planning focusing on competitive analysis and value creation.

1984-1985: Strategic Planning Officer, Northern Trust Co.

Planning Officer in Strategic Management and New Product Development Department focusing on Trust Department product mix and developing a strategic management planning process.

1981-1984: Planning Officer, Northern Trust Co.

Responsible for developing and implementing geographic expansion plan designed to capitalize on unique competitive strengths and market analysis.

1980-1981: Trust Operations Supervisor, Northern Trust Co.

Operational auditor and then supervisor of a ten member clerical unit. Redesigned and reengineered work flow to alleviate a 6 month backlog of unprocessed work orders.

5151 Mochel Drive, Suite 301, Downers Grove, IL 60515

(630) 271-0033 / (866) 385-8998 Fax

www.D3FinancialCounselors.com



Education and Experience

EDUCATION

2006: Personal Financial Specialist (PFS)

2001: Certified Financial Planner (CFP)

1997: Certified Specialist in Estate Planning, (CSEP)

1992: Certified Financial Analyst (CFA)

1987: Master of Business Administration (MBA)

DePaul University, Chicago, Ill.

Marketing Major

1985: Certified Public Accountant (CPA Certification)

1980: Bachelor of Science (BS)

Illinois State University, Normal Ill.

***Triple major in Finance, Operations Management and
Human Resource Management***

PROFESSIONAL ORGANIZATIONS

Investment Analyst Society of Chicago(IASC)

CFA Institute (CFAI)

American Institute of Certified Public Accountants (AICPA)

Illinois CPA Society (ICPA)

American Association of Individual Investors (AAII)

Illinois Financial Planning Association, Chairman (FPA)

National Association of Personal Financial Advisors (NAPFA)



Education and Experience

Peter T. Marchese MBA CFA™

Financial Counselor

Work #: (630) 271-0033

OBJECTIVE

Utilizing my knowledge base, work experience and financial market expertise, I'm managing a business doing financial consulting to individuals and organizations.

WORK HISTORY

May 2007 - Present: Owner and Principal for D3, Design Develop Deploy, Financial Counselors LLC

Responsible for managing all aspects of my clients' financial well being, involving holistic financial planning and investment management

Northern Trust Company, Chicago 1990-2007

2006 - 2007: Senior Fixed Income Portfolio Specialist

Solicited by senior management to advise and direct institutional sales and client service, while collaborating with individual product and relationship managers for the Long Duration Fixed Income, Enhanced Cash, and Short Duration (Cash Management) business lines.

Promoted to Senior Vice President, November, 2006

2003-2006: Co-Director, Short Duration Fixed Income Group,

Charged with the direction of 11 fixed income professionals including managers, traders and assistants – investing more than \$250 billion in assets, comprised of money market funds, custom client portfolios and cash collateral funds from Northern's securities lending business. Determined sector allocations and interest rate risk decisions

2002-2003: Group/Portfolio Manager, Client-Specific Enhanced Cash Group

2000-2002: Co-Manager, Client-Specific Enhanced Cash Group

Directed four managers in the management of more than \$5.5 billion in assets owned by Northern Trust's institutional and individual high net worth clients, utilizing both after-tax and taxable strategies. Managed and serviced 25 to 30 clients. Redesignated and managed the group's portfolio management style from an enhanced money fund strategy to a multi-sector, total return strategy.

1997-2000: Portfolio Manager, Long Duration Fixed Income Group

One of a 5 member team managing over \$9 billion in investment-grade bond holdings, utilizing a relative value, sector-rotating style, with portfolio benchmarked vs the Lehman Aggregate and Gov/Corp indices. Specialist in commercial and consumer loan-backed securities.

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Northern Trust Company (continued)

1994-1996: Co-Portfolio Manager, Municipal Money Market Funds.

Co-managed national and California municipal money market funds with assets of more than \$2.9 billion

1990-1994: Derivatives Analyst/Trader

Analyzed and traded interest rate swaps and caps used to mitigate interest risk for the bank's balance sheet managers.

1987-1988: Investment Manager Liaison, First Wisconsin Trust Co. – Milwaukee, WI.

Reconciled investment advisor trading accounts and settled individual trades.

EDUCATION

1994: Certified Financial Analyst (CFA)

1990: Master of Business Administration (MBA)

University of Wisconsin, Madison, WI.

Investment Management

1987: Bachelor of Science (BS)

Marquette University, Milwaukee, WI.

Finance and Business Economics

PROFESSIONAL ORGANIZATIONS

CFA Society of Chicago

CFA Institute (CFAI)