

# James B. Kambestad

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## Qualified By:

- § 8 years of experience in the financial services field.
- § Strong verbal and written communication skills.
- § Consistently demonstrate the ability to build rapport and relationships across diverse groups.
- § Refined research and writing capabilities in various economic policy areas.
- § Knowledge of financial planning software, statistical modeling programs (SPSS and Excel)), as well as econometric modeling and analysis.

## Education:

May 2008      **California Polytechnic State University, San Luis Obispo**  
Masters of Public Policy. GPA 3.6  
*Research Areas:* International economic policy, quantitative methods, policy analysis, and public finance.

May 2006      **California Polytechnic State University, San Luis Obispo**  
Bachelor of Arts in Political Science. Minor: Economics. GPA 3.3

## Professional Licenses:

Financial Industry Regulatory Authority (FINRA) Series 7  
FINRA Series 66

California Life, Accident and Health Insurance

**Certified Financial Planner** (Enrolled at American College of Financial Services. Completion is expected in December 2018)

## Experience:

**Comerica Securities, Inc.**

*Senior Financial Consultant*

07/2016 - 08/01/2018

- Built a book of business in excess of 50 million dollars.
- Developed trail revenue from managed money to more than \$60,000 a year.
- Top producer for permanent life insurance policies in my district.
- Opened more than 100 new accounts
- Effectively coached and trained more than forty banking center staff members to successfully identify and refer potential investment opportunities.
- Lead successful investment seminars for banking center staff and clients.

**AIG-VALIC Financial Advisors**

*Financial Planning Advisor*

04/2014 – 07/2016

- Manage assets in excess of 25+ million dollars.
- Provide full spectrum financial, investment and insurance services to more than 800 personal and corporate clients.

- Continuously identify, develop and manage new relationships.
- Serve as a trusted advisor to all my clients in order to maintain my position as the premiere resource for all of their financial matters.

**AXA Advisors**

03/2013 – 04/2014

*Financial Advisor*

- Develop new markets to set up qualified retirement plans.
- Service existing qualified plan clients in order to develop new business.
- Network extensively within established qualified plan markets to grow market share.
- Lead weekly meetings for business owners about changes in the qualified plan market and employee benefits.
- Cultivate new clients outside the primary retirement benefits group.

**Waddell & Reed, Inc.**

12/2011 – 12/2012

*Financial Advisor*

- Create a custom tailored financial plan for each client based on individual needs, time horizon, risk tolerance, and investment goals.
- Continually grow and develop a personal network of contacts in order to find new clients and increase my exposure to the community.
- Maintain a comprehensive understanding of political, social, and economic developments and understand their implication on financial markets and different investment classes.
- Foster and nurture relationships with all contacts in order to develop trust, mutual respect, and professional opportunities.
- Conduct weekly investment seminars with local businesses, marketing groups, and community programs.

**211 of Los Angeles County**

10/2010 – 11/2011

*Community Resource Advisor*

- Provided health and human service information to people throughout Los Angeles County.
- Certified crisis intervention specialist (suicide, domestic violence, and elder abuse)
- Treated each client with the utmost integrity and empowered people with information to improve their current situation.
- Exercised excellent listening and analytical skills with each client in order to address each stated and unstated need.
- Acquired and maintained a working knowledge of social service and government agencies.

Please call to inquire about additional work experience or references.

## Bartenders Test

Score / 35

### Multiple Choice (6 points)

- B 1) Carbonation \_\_\_\_\_ the rate of intoxication.  
a) Slows down  
☒ b) Speeds up  
c) Does nothing to
- B 2) What are the six most commonly used spirits?  
a) Sweet and Sour, Triple Sec, Grenadine, Midori, Lime Juice and Cranberry Juice  
☒ b) Vodka, Whiskey, Gin, Bourbon, Rum and Tequila  
c) Chardonnay, Cabernet Sauvignon, Champagne, Merlot, Sauvignon Blanc, Zinfandel  
d) Kahlua, Vodka, Frangelico, Gin, Tequila, Spiced Rum
- B 3) You can accept an expired ID as long as all other information is correct.  
a) True  
☒ b) False
- B 4) If someone has had too much to drink, serving them coffee will help sober them up.  
a) True  
☒ b) False
- D 5) What are the acceptable forms of ID for Alcohol Consumption?  
a) State or Government Issued ID Card or Drivers License  
b) Passport or Passport ID Card (as long as it lists the person's date of birth)  
c) School ID or Birth Certificate  
☒ d) A & B  
e) A, B & C
- A 6) If there is no shaker tin available to scoop ice for a drink, it is okay to use a glass.  
☒ a) True  
b) False

### Vocabulary (9 points)

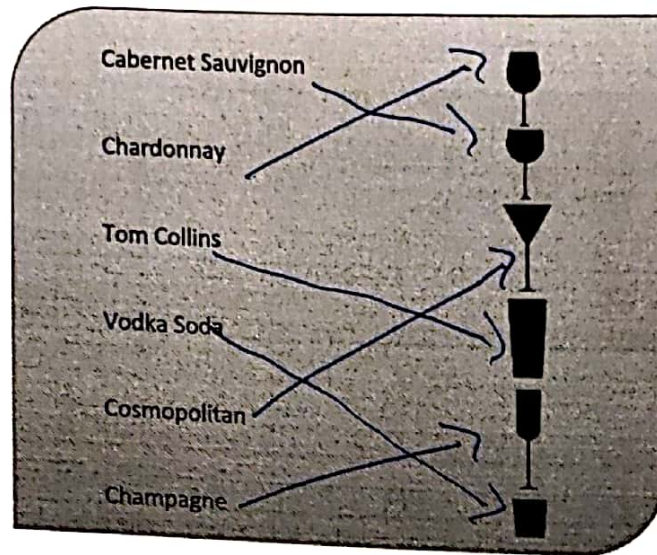
Match the word to its definition

- |                        |                                                                                                                                       |
|------------------------|---------------------------------------------------------------------------------------------------------------------------------------|
| <u>c</u> "Straight Up" | <input checked="" type="checkbox"/> a.) Used to crush fruits and herbs for craft cocktail making                                      |
| <u>f</u> Shaker Tin    | <input checked="" type="checkbox"/> b.) Used with the Shaker Tin to prevent solid material from entering a cocktail glass when poured |
| <u>i</u> "Neat"        | <input checked="" type="checkbox"/> c.) To serve chilled liquor in a chilled stemmed cocktail glass with no ice                       |
| <u>a</u> Muddler       | <input checked="" type="checkbox"/> d.) To pour 1/2 oz of a liquor on top                                                             |
| <u>b</u> Strainer      | <input checked="" type="checkbox"/> e.) Used to measure the alcohol and mixer for a drink                                             |
| <u>e</u> Jigger        | <input checked="" type="checkbox"/> f.) Used to mix cocktails along with a pint glass and ice                                         |
| <u>g</u> Bar Mat       | <input checked="" type="checkbox"/> g.) Used on the bar top to gather spills                                                          |
| <u>d</u> "Float"       | <input checked="" type="checkbox"/> h.) Requesting a separate glass of another drink                                                  |
| <u>n</u> "Back"        | <input checked="" type="checkbox"/> i.) Means to serve spirit room temperature in a rocks glass with no ice                           |



**Glassware (6 points)**

Match the correct glass to the drink



**Answer and Question (14 points)**

Provide examples of 3 brand name "top shelf" spirits (3 points): Kettle one, Belvedere,

What are the ingredients in a Manhattan? Whiskey, Sweet vermouth, bitters

What are the ingredients in a Cosmopolitan? Cranberry, vodka, vermouth, Ice

What are the ingredients in a Long Island Iced Tea? Pineapple, Long Is. Coke, tequila, rum

What makes a margarita a "Cadillac"? top shelf booze (gin, triple sec)

What is simple syrup? Sugar and water

Is it legal to pour liquor from one bottle into another? What is this called? (2 points)

Yes, consolidation

What should you do if you break a glass in the ice? for Replace All the Ice

When is it OK to have an alcoholic beverage while working? never

What does it mean when a customer orders their cocktail "dirty"? ADD olives or olive juice

What are the ingredients in a Margarita? margarita mix, tequila, triple sec