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I received my Bachelor of Science degree from Florida Southern College in 1966 and was immediately drafted into the Army. I was commissioned after completing Infantry OCS at Fort Benning, GA. and served in Vietnam with the 1st Cavalry Division as a Platoon Leader and Acting Company Commander in 1968 and 1969.

Upon my return to the US, I joined Union Trust Company in Ct and served as a branch manager and small business lender as an Assistant Vice President from 1970 till 1975 when I joined the US Small Business Administration as a Management Assistance Officer in Concord, NH.

In 1978 I started a publishing company specializing in small business management information and management techniques. Banks found our materials to be very effective and we served over 100 banks until 1989 when I founded White & Company.

White & Company produces marketing programs and materials for businesses, mainly banks that target the small business market. Our client list is extensive and covers virtually the majority or all the large banks and also a good representation of small and medium institutions. Schools and universities, government agencies, accounting and consulting firms, and non-bank lenders round out the client list.

I also founded the Veterans Business Network (www.veteransbusinessnetwork.com) to provide veterans the opportunity to grow their businesses through member to member sales and preferential treatment from our business partners. Sponsors include Citibank, North Fork Bank, Fleet Bank, The Military Channel, Jeep, AIG Insurance, The New York Times and The Daily News among others.

I started and managed the Entrepreneurial Training program for the NY Veterans Leadership Program in the late 80's and have served on the Task Force for Veteran Entrepreneurship since its inception. I testified before Congress in support of HR 106-50, and was influential in obtaining the appropriations. I was also asked to serve on the first Board of Directors for the Veterans Entrepreneurship and Business Development Corporation.

Currently we are producing a 50 plus page publication in full color entitled Small Business Basics for Veterans that we feel will be of great assistance to the returning troops who want to start or restart their businesses.

I share my time between New Hampshire and Long Island NY and look forward to continuing to assist veterans, particularly as it pertains to business.