



# CTP

# Certification Portfolio Qualifications Statement

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The candidate must submit a statement outlining their turnaround experience. The statement should not be limited to one page and should include sufficient detail to allow a reviewer to judge the candidate's leadership experience and breadth of knowledge in the turnaround field. Clients should be identified by name where possible, or otherwise by industry and size. The statement should include the candidate's role in the case, responsibilities, and accomplishments. A sample may be found below. The candidate need not follow this form as long as the information requested is included.

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## EXHIBIT A

### Qualifications Statement of Gregor Samsa – CTP Candidate

Gregor started his career with Delight Corporation, advancing from mailroom clerk to CFO over the course of 8 years. Upon the merger of Cream, Inc. with Delight Corp., Gregor joined HAL Corporate Renewal in 2000 as a Director. Gregor was promoted to Managing Director of HAL in 2003, a title he retains to this date. A selection of representative assignments is presented below.

Gregor was appointed the financial advisor to Wastewater Telecom, a wholesale telecom reseller with \$60 million in annual revenue. Gregor's initial analysis demonstrated that the company lacked the business infrastructure necessary to support a turnaround. Therefore, Gregor advised the company that its best course was to find a strategic buyer in a §363 sale of assets pursuant to a Chapter 11 proceeding. Gregor continued to serve as Wastewater's financial advisor during the Chapter 11, where great things happened (summarize events that led to bankruptcy, provide details on steps taken to stabilize client and results of these steps, success of sale and results for creditors).

Gregor also served as the Chief Restructuring Officer of Big Ingot Extruders, a Ohio-based aluminum extruder. Sales at Big Ingot had decreased from \$175 M in 1995 to \$65 M in 2005 when Gregor was retained as financial advisor. Gregor concluded that Big Ingot could be restructured in a Chapter 11 proceeding. The company appointed Gregor as its CRO immediately upon filing. More good things happened (provide details of situation before Chapter 11, resolution of case and return to creditors).

Gregor also served as the financial advisor to an upstate New York based-nursing home chain with seven facilities spread out over the entire upstate region. The nursing home chain was insolvent when Gregor was retained and the secured lender was considering a forced liquidation. Gregor apprised the lender of the complexities of liquidating a nursing home chain, and proposed a restructuring plan that was accepted by the lender and the nursing home owners. Gregor remained as financial advisor to oversee the implementation of the restructuring plan for the next nine months. In this position, he prepared a cash flow restructuring budget, monitored cash flow and approved cash expenses, with daily reporting to the secured lender. Gregor advised the company on increasing its offering of physical, occupational and oral therapies as a way to increase patient reimbursement. As a result of changes implemented at Gregor's recommendation, still more good things happened (provide details of revenue and margin enhancement, outcome from assignment – did management remain in control, etc.).

Gregor served as the team leader on financial advisory, due diligence and business assessment assignments on more than 15 additional private clients. Industries covered in these assignments include retail, bakery and confectionary products, distribution, and railroad carriage component manufacturing. In these assignments he (detail tasks and responsibilities, give examples as appropriate).

Gregor Samsa has a Bachelor's of Arts from Warsaw University and an MBA from the University of Miami.