



JOHN RICHARD PIERCE, JR.

FOUNDING PARTNER • JOHN PIERCE CONSULTING

CONTACT

johnpierceconsulting.com
856.651.8510
john@johnpierceconsulting.com



OBJECTIVE

Growth, Organizational Excellence,
Increased Profitability, Enhanced
Equity Performance

SKILLS

Leadership, Strategy, Business
Development, Recruiting, Training

PUBLICATIONS

**SELL MORE AND SLEEP AT
NIGHT: Developing
relationships with emotional
intelligence to increase sales**

EXPERIENCE

FOUNDING PARTNER • JOHN PIERCE CONSULTING
August 2006 – Current (Equity Owner)
Philadelphia, Pennsylvania

**HEAD OF ADVISOR RECRUITING • STIFEL FINANCIAL
CORPORATION**
January 2016 – May 11, 2020
St. Louis, Missouri

MANAGING PARTNER, EQUITY OWNER • ADVISORLOANS.COM
August 2014 – Current (Equity Owner)
Breckenridge, Colorado

**LEAD NATIONAL RECRUITING, EMPLOYEE CHANNEL • AMERIPRISE
FINANCIAL**
Establishment of Recruiting Channel in Employee Division
June 2008 – August 2014
Minneapolis, Minnesota

MANAGING DIRECTOR • MERRILL LYNCH
May 1993 – August 2006
Head of Fee-Based Product Sales and Financial Planning
Philadelphia Complex Resident Vice President
District Sales Manager, Philadelphia Pennsylvania
Financial Consultant, Cincinnati Ohio

FOUNDER • PROGRESSIVE DAYCARE CENTERS, INC.
December 1986 – May 1993
Sold to Bright Horizons; Boston, MA

EDUCATION

**DOCTOR OF EDUCATION – ED. D, CHIEF LEARNING OFFICER •
UNIVERSITY OF PENNSYLVANIA**
2016 – 2019 | Philadelphia, Pennsylvania
Dissertation: Coaching and Mentoring: Influence on Behavior, Skill, And Attitude for
Mid-Career Professionals in The Financial Services Industry

Oct 15, 2014

[Available on Amazon](#)

Forbes, OnWallStreet, AdvisorHub,
FAIQ, Investment News

MBA, INTERNATIONAL FINANCE AND MANAGEMENT •
UNIVERSITY OF LONDON
2004 – 2008 | London, England
Thesis: Evolution of Fee Based Business Internationally

BBA, MARKETING AND MANAGEMENT • UNIVERSITY OF
CINCINNATI CARL H. LINDNER COLLEGE OF BUSINESS
1982 – 1986 | Cincinnati, Ohio

HIGH SCHOOL • ST. FRANCIS DE SALES
1978 – 1982 | Toledo, Ohio

LEADERSHIP

BOY SCOUTS OF AMERICA
Eagle Scout, Life Member

MENSA
Life Member

ST. FRANCIS DE SALES
Endowment Board Member

THE BARNES FOUNDATION
Founding Member

IRONMAN
12 Time Full Distance (2.4-mile swim, 112-mile bike, 26.2-mile run)
Tri Finisher (Louisville, Rev 3 Cedar Point, Placid, Maryland)

APPROVED OBA'S

Equity Ownership, AdvisorLoans.com
St. Francis De Sales High School Endowment Board Member
Published Book, Amazon.com
Published Doctoral Dissertation, The University of Pennsylvania