

JARED C. DILLIAN

EDUCATION

- 1998 – 2001 **UNIVERSITY OF SAN FRANCISCO** San Francisco, CA
McLAREN SCHOOL OF BUSINESS AND MANAGEMENT
- Master of Business Administration, May 2001. Emphasis in Finance. GPA: 4.0.
 - Received Master of Business Administration Award for highest academic average.
- 1992 – 1996 **UNITED STATES COAST GUARD ACADEMY** New London, CT
- Bachelor of Science in Mathematical and Computer Sciences, May 1996.
 - Dean's List three semesters. GPA in mathematics: 3.30.
 - Drum Major, Windjammers Drum and Bugle Corps.

PUBLICATIONS

Books

- 2016 **ALL THE EVIL OF THIS WORLD** (Jared Dillian)
- Novel telling the story of a single options trade that touches the lives of seven individuals on one day in March, 2000.
- 2011 **STREET FREAK: *Money And Madness At Lehman Brothers*** (Touchstone)
- Favorable reviews by Fortune, Publishers Weekly, Kirkus, Bloomberg, Library Journal, Ludwig Von Mises Institute, others.
 - Awarded #1 General Business book of 2011 by Bloomberg Businessweek.
 - Paperback edition published in September, 2012; published internationally in Brazil and Italy.
 - Appearances on MSNBC, Bloomberg TV, numerous nationally syndicated and local radio stations.
 - Featured in the Los Angeles Times, New York Times Dealbook, New York Post, and several local and regional newspapers; opinion pieces in Huffington Post.

Online

- 2013 – 2015 **THESTREET.COM** and **REALMONEY PRO**
- Twice weekly contributor of financial commentary.
- 2013 – Present **ETF.COM (formerly INDEX UNIVERSE)**
- Monthly contributor of financial commentary pertaining to exchange traded funds.
- 2012 – Present **WALL STREET OASIS**
- Monthly contributor of financial commentary, economic observations, and career advice.

EXPERIENCE

- 2008 – Present **THE DAILY DIRTNAP, LLC** Myrtle Beach, SC
Editor, Publisher
- Macro investment newsletter published daily and continuously for seven years for a range of buy-side and sell-side institutional clients globally.
 - Focus on sentiment, positioning, social psychology, behavioral finance, game theory, monetary policy, and macroeconomics.
 - Approximately 15% annual subscription turnover rate, 20% revenue growth rate in a severely declining research spending environment.
 - Client base includes some of the world's largest and best-known banks, broker-dealers and hedge funds. Approximately 1,500 subscribers.

2014 – Present	MAULDIN ECONOMICS <i>Chief Investment Strategist, Editor</i>	Myrtle Beach, SC
	<ul style="list-style-type: none"> • Editor of <i>Bull's-Eye Investor</i>, retail-oriented monthly newsletter with value/macro orientation. Approximately 3,000 subscribers. • Editor of <i>The 10th Man</i>, free weekly newsletter with strong contrarian bent. Approximately 325,000 subscribers. Articles syndicated in Business Insider, ZeroHedge, and throughout the financial media. 	
2004 – 2008	LEHMAN BROTHERS <i>Vice President, ETF Trading</i>	New York, NY
	<ul style="list-style-type: none"> * Made markets in nearly all domestic and international ETFs. Performed creations and redemptions and traded EFPs to manage balance sheet and funding costs. * Raised top-line revenue (commissions) from \$32mm in 2004 to \$82mm (annualized) in 2008. Increased net revenue from \$27mm to \$43mm in same time period. * Increased market share from approximately 10 percent in 2004 to 15 percent in 2008, raised McLagan ranking from 5 to 2 in the same time period. * Macro proprietary trading generated \$8mm revenue in 2007 and approx. \$22mm in 2008. Traded equity and index options, ETFs, stocks, currency and bond futures and options. * Wrote daily market commentary to distribution list with over 2000 recipients; noted for humor, writing quality and timely market calls. 	
2001 – 2004	<i>Associate, Index Arbitrage Trading</i>	
	<ul style="list-style-type: none"> * Generated \$6 million in revenue trading NDX, Midcap, and Russell 2000 index arbitrage. * Traded approximately 200,000 futures contracts in first year, averaged 4 million shares/day; accounted for as much as 10% of daily volume in NDX futures and 17% in Midcap futures. * Managed balance sheet as large as \$7.5 billion, including all index changes; controlled interest rate exposure through Eurodollar/Fed Funds futures; traded EFPs with customers and dealers. 	
1999 – 2000	BOTTA CAPITAL MANAGEMENT, LLC <i>Options Clerk/Assistant Market Maker</i>	San Francisco, CA
	<ul style="list-style-type: none"> * Maintained positions and monitored risk for six traders on floor of Pacific Options Exchange. 	
1998 – 2001	U.S. COAST GUARD PACIFIC AREA INTELLIGENCE DIVISION <i>Intelligence Analyst, Fisheries</i>	Alameda, CA
	<ul style="list-style-type: none"> * Analyzed open source and classified intelligence to detect and prevent illegal foreign fishing activity throughout the U.S. Exclusive Economic Zone in the Pacific Ocean. * Entrusted with Top Secret clearance with access to sensitive compartmented information. * Awarded Coast Guard Commendation Medal. 	
1996 – 1998	U.S. COAST GUARD CUTTER ACTIVE <i>Deck Watch Officer, Boarding Officer, First Lieutenant, Weapons Officer</i>	Port Angeles, WA
	<ul style="list-style-type: none"> * Entrusted with safe navigation of ship and its crew of 75 in execution of ship's missions. * Led deck department of 24 in the preservation and maintenance of ship's exterior and rigging. * Awarded Coast Guard Letter of Commendation. 	

TEACHING

2013 – Present	COASTAL CAROLINA UNIVERSITY <i>Teaching Associate, Wall School of Business</i>	Conway, SC
	<ul style="list-style-type: none"> * MBA 622 Financial Institutions And Markets 	

SPEAKING

2013 & 2014 Inside ETFs Conference
 2013 Wall Street Oasis Conference (Keynote)
 2013 Thornburg Investments Investor Conference
 2012 Carolina Security Traders Association
 2012 Mid-Atlantic Security Traders Association
 2011 National Security Traders Association
 Several idea dinners with major banks and brokers

OTHER

Lapsed classical pianist and church organist. A-level racquetball player, progressive house DJ, motorcyclist.