

Frederick W. Rosenberg JD

Personal Wealth Analytics

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personalwealthanalytics.com
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Since 1971, I have been engaged in a business law practice focusing on investor litigation and securities sales practices. I was employed as a vice president for a national bank overseeing broker/dealer credit risk for the brokerage and trust departments, real estate asset recovery and private equity and due diligence. I have also been a Principal in an independent NASD Broker/Dealer.

2001 – Present: **Expert Witness** on matters of due diligence, credit analysis, financial risks, securities practices & broker/dealer supervision, equities analytics, damages, and account analysis in arbitrations involving public investors.

2007-2010: **PCA Forensics**: Provided independent, unbiased, and un-conflicted 2nd opinions to attorneys faced with client investment proposals and portfolios. Provided risk assessments of the probability of settlements meeting a client's long- term financial needs.

2000 –2010 **Securities Litigation Attorney** engaged in a practice representing investors on matters of securities practices, risk, and account analysis in NASD arbitration.

1999-2000 **Jones Intercable** New York. Retained to establish business operation and management controls for internet advertising subsidiary of a national media company.

1998-1999 **Consultant** retained to evaluate investment partnerships and analyze private placements for JP Morgan Trust Bank and Prudential Insurance Company's International Real Estate Group. Post-Merger Risk Review of Commercial Loan portfolio for Union Bank of California.

1997-1998 **Calman USA**, Union New Jersey. Consultant/CFO for financial restructure of a small jobber/distributor client (\$16 million/yr sales)

1990-1996. **Wachovia National Bank/First Union**, successor to First Fidelity Bancorporation, Newark New Jersey, Vice President

1995-1996 VP **First Fidelity Private Equity**. Analysis and risk forecasting for small private equity investments between \$5 and \$15 million.

1992-1994 VP **Real Estate Asset Recovery**. Analyzed, managed, and marketed \$250 million in foreclosed commercial properties, "OREO". Negotiated terms and prepared financial analyses of real assets under liquidation.

1991-1995 VP **Due Diligence** Member of due diligence team that documented, risk rated, and reviewed various asset portfolios of banks targeted for acquisition.

1990-1992 VP **Credit Audit: Examiner-in-Charge** of the broker/dealer and trust department credit audits.

1988-1990 **Securities Consulting Group**, Founder and Principal of legal practice in Washington DC. Provided expertise and support for investor litigation nationwide. Retained as legal expert, and expert witness in proceedings in Federal and State court and NASD and NYSE arbitrations. Analyzed accounts and opined on risks, suitability, and supervision, and sales practices.

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1982-1988 **First Chesapeake Securities Corporation**, Founder, President, and General Counsel of Washington DC based NASD Broker/Dealer. Direct supervision over 100 sales associates conducting business in 26 states. Analyzed and structured over \$300 million in private equity investments in real estate, oil and gas, and private equity.

1978-1982 **ENI Corporation**, Seattle Washington. Vice President of the NASD broker/dealer arm of a national syndicator of private and public investment Oil and Gas partnerships. Sales Manager, Eastern Region 1979-1982

1976-1978 **Paine Webber Jackson & Curtis** as a retail stockbroker.

1971-1975 **Private Practice** in Maryland and the District of Columbia

Licenses

- Bar Admissions: I am a retired member of the New Jersey Bar.
- Securities Licenses Held: Series 7, 63, 24 and 4 licensing exams for Registered Representative, General Securities Principal, and Registered Options Principal. All licenses expired by rule in 1992 following two consecutive years of not being affiliated with a broker/dealer. In 2000, I took and again passed the series 7 and 63 licensing when I became briefly affiliated with another NASD member firm. I am no longer affiliated with any brokerage firm and all licenses have lapsed.

Education

- New York University, New York, NY, Degree: Bachelor of Arts, Major: English Literature; Minor: Classics Studies; June 1967
- George Washington University Law School, National Law Center, Washington DC. Degree: Juris Doctor; Emphasis in Business Planning and Taxation, January 1971

Publications: Articles and Papers

- Piaba Bar Journal Spring 2019: "What Lawyer need to understand about Variable Annuities"
- Piaba Bar Journal Winter 2018: "NOP Redux" A discussion of Impairment Loss
- Piaba Bar Journal Fall 2017 Options Damages: Dangerous Assignments with a Twist
- Piaba Bar Journal Vol II 2016: Understanding Due Diligence on Oil and Gas Drilling Programs, Fall 2016
- Piaba Bar Journal Editor Expert's Corner, "Late Term Investors, Monte Carlo Simulations and Sequence of Return Risk. Winter 2015
- Piaba Bar Journal Editor Experts Corner 2014: "Regulation D and NCIs", PBJ Fall 2014
- PIABA Bar Journal, 2013 Volume 2: "TICs: What Attorneys Need to Understand"
- Securities Arbitration 2009: "The Madoff Distraction" Summer 2009 Prentice Hall, New York, Practicing Law Institute (PLI) Securities Arbitration 2008: "Death By Suitability" Summer of 2008 Prentice Hall, New York, Practicing Law Institute (PLI)

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- PIABA Bar Journal Winter 2007 "Analyzing Covered Call Writing Claims"
- Securities Arbitration 2007, "What's with 72T" summer of 2007 Prentice Hall, New York, Practicing Law Institute (PLI)
- PIABA Bar Journal Summer 2005: "Financial Plans-A Target-Rich Environment"
- PIABA Bar Journal Spring 2003: Analysis of the Impact of Fees and Expenses.
- Securities Arbitration 2003, Volume 1, Prentice Hall, New York, 2003 Practicing Law Institute (PLI) Chapter entitled "Wrap fees, Managed Accounts, Financial Plans"
- Securities Arbitration 1989: Prentice Hall, New York, 1989 Practicing Law Institute (PLI) Chapter entitled "Handling Securities Arbitration"
- Oil and Gas Investment Reporter: 1982-1984, bi weekly columnist for retail Investors

Editorial-Educational

- Piaba Bar Journal Editorial Board and contributor, 2013 to present.
- Course Instructor, Variable and Fixed Index Annuities. Lawline CLE publication May 2019

Speaker

- Co-moderator Break-Out, Piaba Annual Meeting, October 2019 Topic: Deferred Annuities
- Moderator and Breakout Speaker; PIABA Annual Meeting, October 2014 Topic: Due Diligence for Non-Conventional Investments.
- Moderator and Breakout Section Speaker, October 2011 Public Investor Arbitration Bar Association (PIABA) Annual Meeting. Topic: Non-Conventional Investments, Section: Tenancies In Common, (TICs)
- Speaker, October 2010 Public Investor Arbitration Bar Association (PIABA) Annual Meeting: subject Regulation D and Private Placements including written materials
- Moderator/Speaker, October 2010(scheduled) Public Investor Arbitration Bar Association (PIABA) Annual Meeting: subject Damages
- Faculty Panelist/Speaker, August 2009 "Securities Arbitration in the Market Meltdown Era", New York, Practicing Law Institute
- Speaker, October 2008 Public Investor Arbitration Bar Association (PIABA) Annual Conference on "Why the Client Said Yes" a discussion of the sales environment and sales strategies used to induce customer agreement.
- Speaker, October 2006 Public Investor Arbitration Bar Association (PIABA) Annual Conference on analysis of claims arising out of IRC 72T
- Speaker, October 2004 Public Investor Arbitration Bar Association (PIABA) Annual Conference on Wrap Fees and Managed Accounts.

Expert Witness and Litigation Consultant:

I have been retained as consultant in over 250 securities cases. I have been qualified as an expert witness and have provided testimony, illustrations, and reports in FINRA and AAA Arbitrations.