

# Patrick J. Hook

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## PROFESSIONAL EXPERIENCE

### Source Capital Funding, Inc.

Del Mar, California (06 – present)

#### *Partner*

- Founding partner of company
- Received California Department of Real Estate Salesperson license
- Direct liaison for all contract and legal matters
- Responsible for underwriting and funding in excess of \$8M in private loans
- Managed all corporate and personal taxes for members of the firm
- Analyzed new market entry strategy for California and Arizona
- Generated pro forma revenue and cost of capital estimates for prospective projects
- Provided detailed modeling and business case analysis on private lending partners
- Responsible for domestic and foreign investor acquisition
- Established contract management process for all real estate transactions

### M.C.Triton Management Consultancy

Prague, Czech Republic (02 – 06)

#### *Senior Consultant to Owner*

##### Investment Analysis

- Secured foreign investment of \$5 million US for real estate development projects in the Czech Republic.
- Brokered real estate transactions in commercial and residential developments in Prague
- Teamed with lending institution to analyze future enterprise opportunities in the banking and insurance industries in the Czech Republic.
- Promoted new investment relationships with companies in the Russia, Poland and Slovakia.

##### Business Strategy

- Directed strategy effort analyzing present and future domestic business opportunities. Contributed to the shift from a traditional consulting framework to a venture capital strategy improving annual net profit by 20%.
- Proposed new market entry strategies in the banking, insurance and healthcare sectors, leading to several long-term (12+ months) interim management engagements.
- Generated pro forma revenue and cost of capital estimates for all prospective new projects and joint ventures

##### Management Consulting

- Re-designed sales strategies for banks and insurance companies in the Czech and Slovak markets.
- Designed sales team structure, products market segmentation, client relations, and employee assessment.
- Implemented new compensation packages, incentive programs, and forecasting tools for branch offices in Czech/Slovak republics.

**NBC Internet, Inc.**

San Francisco, CA (00 – 02)

**Senior Financial Analyst**

Finance:

- Reported to Chief Financial Officer maintaining consolidated financial statements for internal and external operations. Reporting included overall income statement, balance sheet and cash flow analysis that enabled executives to make long-term business objective decisions.
- Established and presented monthly and quarterly updates that outlined short-term and long-term economic scenarios based on market conditions and strategic goals.
- Operated as the direct liaison between NBC Internet and parent company executives on all financial matters and key future initiatives.
- Established standardized reporting process enabling General Electric to track key NBC Internet financial milestones.

Corporate Development/Marketing:

- Provided detailed modeling and business case analysis on potential merger and acquisition partners.
- Worked with business unit managers on developing new opportunities ensuring viability of individual product lines and revenue streams.
- Modeled international offerings for Europe and Aisa/Pacific independent affiliates. Responsible for developing and implementing consistent corporate financial processes and reporting structures in all foreign ventures.
- Supported Sales and Marketing initiatives related to \$95M annual media purchase from NBC. Quantified the effectiveness of corporate media plan and global branding strategy.

Investor Relations

- Forged relationships with institutional investors and provided market with guidance on forecasted quarterly results.
- Designed and distributed detailed consensus analysis to executives and prospective investment banks.
- Prepared financial segment of quarterly analyst call script delivered by CFO.

**Accenture**

San Francisco, CA (96 – 00)

**Business Case Specialist**

- Financial specialist supporting the NationsBank / Accenture joint venture team that developed and validated a business case for a national healthcare initiative.
- Conducted and documented industry research on regional healthcare providers, medical management companies, and primary care physician groups.
- Presented numerous performance and efficiency evaluations at clinic sites including workflow improvement process diagrams, Call Center implementation evaluations, and automated bar code inventory analysis.
- Documented, evaluated and presented improvement suggestions related to aged account receivables, bad debt balances, inventory levels, and cash requirements.

## **Client Profitability Specialist**

**Sony** - *San Jose, CA*    **Sprint** - *Kansas City ,MO*    **Gateway** *San Diego, CA*

- Provided financial management expertise for large, international consulting engagements.
- Completed monthly, executive level financial reporting packages including profit and loss analysis, resource profitability analysis, and forecasted capital investitures.
- Documented and presented semi-annual capital budgeting plans and quarterly financial performance reviews. Developed financial issues matrix database presented at weekly financial management meetings.
- Produced weekly reports monitoring actual vs. budget estimates, lead-time variances, revised estimate at complete assumptions, productivity analysis, change order adjustments, and project progress Gantt charts.
- On specific client engagements, consulted on client general ledger tasks including the organization of the chart of accounts and month/year end close performance reviews.
- Managed two financial analysts at various client locations.

## **EDUCATION**

B.S - International Finance 1995    Arizona State University  
Tempe, Arizona

International Business Certificate 1995    Arizona State University  
Tempe, Arizona

International Finance Program 1994    Richmond College  
London, England