

H. Hampton Friedman

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EXPERIENCE

H. Hampton Friedman, Attorney at Law

March 2005 – Present

Attorney / Owner

- Represent and advise clients in business negotiations and transactions
- Prepare and review various types of client contracts including sales, performance, supply and security agreements
- Advise clients on techniques to mitigate risk and reduce liability exposure in business transactions
- Negotiate quick and effective dispute resolution in order to avoid litigation and loss of business productivity
- Utilize tactical selling skills in legal setting, including probing, objection handling, presentation and closing skills

Active Title, LLC

March 2005 – Jan 2008

Attorney / Owner

- Produced \$600,000 in revenues in the first 18 months
- Sold complex legal services and products to realtors, lenders, developers and investors; e.g., title insurance, investment tax credits, condominium conversions, assemblage of property for re-subdivision and development, tax-deferred IRC 1031 Exchanges, tax sale redemptions zoning variances, etc.

The Mora Law Firm, LLC & Fleur de Lis Title, LLC

Sept 2004 – Feb 2005

Attorney

- Marketed and sold title insurance and closing services to lenders, developers and investors
- Prepared business valuations, new business entity filings and governance documents

Pioneer Realty, Inc. & JANHAMP Investments, Inc.

Sept 2002 – Sept 2004

President / New Orleans, LA

- Purchased, renovated, and sold over 60 residential & commercial properties in the New Orleans Metropolitan Area
- Managed team of realtors and acted as sole legal counsel

OPTI-COM Manufacturing Networks, Inc. (OMNI)

National Sales Manager, Intelligent Transportation Systems (ITS)

March 1996 – Sept 2002

- Top outside sales person in the company in each of the following periods: \$5 million in the first six months of 2002, \$7.2 million in 2001, \$6.5 million in 2000 and \$5.5 million in 1999
- Sold materials for fiber optic long-haul builds to state departments of transportation, telecommunications providers, utilities providers, and construction contractors in the 50 States, Puerto Rico, Canada, Europe and Africa
- Persuaded engineers to implement OMNI's Patented Products into project plans and specifications in order to limit competition in challenging marketplace
- Trained hundreds of project managers and crews on proper installation and use of OMNI products

WRNO WORLDWIDE RADIO

Jan 1995 – Feb 1996

Director of Sales and Marketing / New Orleans, LA

- Sold radio advertising to international companies including Proctor & Gamble and Coca-Cola
- Signed comprehensive advertising contract with State of Louisiana Dept. of Tourism

EDUCATION

- **Loyola University—New Orleans School of Law** **Dec 2003**
Juris Doctor
 - International Trade and NAFTA Semester - Guadalajara, Mexico
- **University of Salamanca (Spain)** **1994 – 1995**
Postgraduate study in Spanish Language and Literature
- **Stetson University (De Land, FL)** **May 1993**
Bachelor of Science in Politics / Emphasis in International Relations and Spanish
 - Summer language training in Costa Rica, Guatemala and Mexico

SKILLS / ACTIVITIES / INTERESTS

- Conversational fluency in Spanish
- Member 1988 Northwestern State University Southland Conference Championship Football Team
- Completed Alcatraz Ultimate Escape Triathlon & La Ruta de Los Conquistadores Bicycle Race Across Costa Rica
- Law Licensee, Notary Public, Realtor, Mortgage Originator, Fitness Trainer and Coach U Graduate (May 2009)
- Interests include reading, travel, martial arts, fitness training and adventure sports