

FemtoBlanc



First and Last in Ultrafast.

Richard J. Capalbo - Chief Commercial Officer

Richard J. Capalbo is the Principal in Richard Capalbo Enterprises LLC, a Los Angeles consulting firm specializing in both the Financial Service Industry and in bringing access to all aspects of the Financial Service Industry to corporations. He lectures extensively throughout the securities, mutual fund, banking and insurance industries. He is the Founder of the Quantum Leap Institute and specializes in enhancing Individuals Behavior by analyzing changing trends and helping individuals adjust to these changes. He coaches CEO's in several technology firms on all aspects of corporate finance and marketing issues.

He has written or co-authored three books in the areas of Investment Management and Customer Service. His most recent book, "The Ultimate Customer Service Model" has been described as one of the most important books in practice management ever written for Financial Service Professionals. He has written over twenty white papers on practice management and customer service issues.

Mr. Capalbo served as District Sales and Marketing Manager for Merrill Lynch and as Co-Manager of their Flagship Southern California Office. Previously he was Chairman, President and Chief Executive Officer of Bateman, Eichler, Hill, Richards, Inc, where he directed the firm's expansion into seven western states, making it the largest regional brokerage firm headquartered on the West Coast. He also served on the Kemper Financial Board of Directors. He was a Senior Vice President of Drexel Burnham Lambert with responsibility for the firm's marketing department, which he founded.

In addition to his role as Marketing Director, Mr. Capalbo also served as a director of many of Drexel Lambert's subsidiaries. He also founded Broad Street Productions, the firm's audio-visual subsidiary, he pioneered the firm's entry into the business brokerage market and served on the board of its real estate and mutual fund subsidiaries.

He began his career in the securities industry as one of the pioneers in the use of Modern Portfolio Theory and lectured on that topic during its developmental years to Institutional Portfolio Managers.

From 1979 to 1987, he was an active member of the SIA's Sales and Marketing Committee and in 1986-87 served as its co-chairman. Mr. Capalbo has served as a trustee of the Securities Industry Institute for over two decades; he was Curriculum Chair from 1995 to 1997 and was Chairman of the Institute in 1998 and 1999.

In 2000, he orchestrated the sale of Sensors Unlimited to Finisar and in 2003 he did a management buyout to regain control of Sensors which he subsequently negotiated the sale to Goodrich.

He raised the seed money for Affinity Investment Advisors in 2001. The company was subsequently sold to Morgan Stanley in 2004. It was repurchased by a management buyout when Morgan Stanley left the Investment Management Business and he currently serves as an advisor to the CEO.

He was an advisor to PD-LD for over 10 years and was on their Board of Directors. He recently orchestrated the sale of the company to Necsels in 2016.

He serves as an advisor to the CEO of Skinprint, a high end skin care company and Alka Pure, a company that produces an Alkaline Concentrate consisting of 5 minerals which everybody needs and reduces the acidity of any of your favorite beverages making them healthier and smoother tasting.

He is on the board of Femto Blanc, a Femto second laser company as a founding board member.

He lectures at numerous Universities and Executive Education programs. He holds a Bachelor's Degree in Economics from Fordham University in New York and a Master's Degree in Finance from the Wharton School of Finance and Commerce of the University of Pennsylvania

He lives in Indian Wells, California with his wife Kathleen.