



## William A. "Biff" Leonard, JD, M.B.A, BSEE

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Federal Bankruptcy Trustee  
Court Appointed Receiver  
Business Consultant  
Turnaround Specialist  
Expert Witness

### *Education*

THOMAS JEFFERSON SCHOOL OF  
LAW, SAN DIEGO, CA  
Juris Doctorate, May 1995  
AmJur Awards: Contracts, Torts II, Trial  
Practice  
AmJur-Bancroft Whitney Award: Partnership  
and Agency

HARVARD LAW SCHOOL,  
CAMBRIDGE, MA  
Program on Negotiation, June 2013

UNIVERSITY OF CALIFORNIA, LOS  
ANGELES, CALIFORNIA  
MBA, Finance/Accounting, June 1980  
Awarded Real Estate Achievement Awards

U.S. NAVAL ACADEMY,  
ANNAPOLIS, MARYLAND  
BSEE, Electrical Engineering (Computer  
Design), June 1972  
Sigma Pi Sigma (Physics Honor Society)

### *Memberships (relevant)*

*National Association of Bankruptcy  
Trustees (NABT)*

William A. Leonard is the president and founder of Crisis Management, Inc., serving the bankruptcy, receivership, asset management and business consulting sectors. Mr. Leonard has been qualified as a Receiver, Federal Bankruptcy Trustee and Expert Witness in several district and federal court cases. As an appointed Chapter 7 Panel Trustee for the United States Bankruptcy Court on October 1, 1998, Mr. Leonard has been appointed to over 37,000 cases, both Chapter 7 and Chapter 11. Mr. Leonard was registered with the SEC as a Broker/Dealer from January 1983 to March 1987, during such time he was involved in the underwriting of securities, financial strategies corporate consulting, banking and real estate. Mr. Leonard had demonstrated expertise in crisis management, forensic accounting, real estate investment and analysis, syndication conflict resolution and real estate restructuring. He has conducted business and asset valuations for lending institutions, analyzed capital structure of banks and companies for merger/acquisition opportunities. He has provided expert testimony to the U.S. Bankruptcy Court in cash management and validity of reorganization plans. Prior to his professional career, Mr. Leonard retired after 30 years from the Navy's Special Operations Group (SEALs) as a Navy Captain. During this time, Mr. Leonard had six years of command. Mr. Leonard has the education, skills and demonstrated expertise to resolve the most complex matter.

## Representative Experience

- **Asset Resolution Corporation (BK-32824)** - Asset Resolution Corporation was the lead case in fourteen related cases filed in New York, all derivatives of the USA Mortgage bankruptcy. This complex case was determined to be a ponzi scheme and involved over 7,000 direct lenders and approximately \$900 million in investment loans. Under the main case, there were 70 loans and millions of dollars of recoveries. This case is ongoing and distributions are being made to the direct lenders.
- **Xelan, Inc.** - Appointed as Interim Receiver, U.S. District Court, Southern California on motion of Internal Revenue Service for Xelan, et al. Effectively froze over \$600 million in various accounts. Appointed Trustee (Chapter 11) by UST, District of Southern California, in four Xelan affiliated companies. Liquidating Trustee in reorganized estate.
- **Integrated Equities** - Appointed Receiver, U.S. District Court, Las Vegas on motion of SEC for Integrated Equities, Inc. Recovered funds and German bonds with liquidation value of approximately \$7.5 million. Redistributed cash and bonds to investors.
- **Consolidated Resorts, Inc.** - Appointed as Trustee in Consolidated Resorts, et al. Fourteen related bankruptcies with timeshare development in Las Vegas, Orlando and Hawaii. Initially filed as a no-asset estate. Returned over \$65 million to secured creditors and anticipate paying additional claims of \$8 million.
- **NADN** - Appointed Trustee for National Audit Defense Network (NADN) on May 27, 2004. NADN was a telemarketing company with gross revenues of \$35 million per year. Worked closely with IRS-CI, DOJ, FTC, and various AG offices in closing company, making criminal referrals and recovering property for the estate.
- **Ambergris Caye** - Appointed Trustee for Ambergris Caye, Inc on December 3, 1996. International bankruptcy, negotiated settlement between U.S. Bankruptcy Court and Government of Belize resulting in
- **Skilled Nursing Facility** - Appointed as Receiver of 120 bed skilled nursing facility in Reno, Nevada. Turned facility around in two months through financial management, cost controls and human resource management. Monthly positive cash flow of \$50,000. Facility sold in October 1991, with bank receiving all principal, interest and default interest.
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- **Apartment complex** - Appointed as State Court Receiver of 400 Unit Apartment complex in Las Vegas, Nevada in February 1993, two commercial shopping centers in 1994 and six receiverships in San Diego at the request of San Diego Housing Commission. Appointed Receiver in various civil cases in San Diego. Former clients include First Interstate Bank (Arizona and Nevada), San Diego Housing Commission, Resolution Trust Corporation, and First National Bank.
- **Southport Asset Management** - *Chief Financial Officer, Chief Operating Officer, Sept. 1988 - Jan. 1993* An Investment Banking Company providing diversified services to the financial industry. Responsibility of directing activities in asset management, negotiations, REO dispositions, and difficult workout situations. Portfolio size \$350 million. Negotiated and conducted successful workouts for over fifty commercial and real estate loans upon the liquidation of Eureka Federal S&L under contract by the FSLIC
- **University Financial** - Provided financial consulting in the areas of corporate planning, real estate development, and debt and equity financing. Comptroller and vice-president for a wholly owned subsidiary of University Financial Corporation. Computerized accounting department and billing and accounts receivable departments. Developed credit policy reduced A/R delinquency by 75%.
- **Real Estate Investment Banking** - Provided extensive consulting to Real Estate Investment Banking Firms. Involved in commercial and residential real estate development and financing. Extensive public speaking. Seminars for UCLA, UCSD, California Department of Real Estate, and Society of Industrial Realtors (SIR). Member of UCLA Extension Faculty. Topics included Real Estate Financing, Joint Venture and Equity Capital, Office and Industrial Condominium Development, Mathematics of Real Estate

Finance, and Real Estate Development. Provided debt and equity capital in excess of \$75 million in real estate financing.

- **San Diego State University** - Member of Finance Faculty, Business School. Taught courses in Real Estate Valuation and Finance, Appraisal, and Real Estate Principals and Practice. Provided consulting services and appraisal review for local real estate developers.
- **US Department of Defense** - *Active Duty, Navy: June 1968 - June 1978; Naval Reserve: June 1978 - 2001* Commanding Officer, Special Operations Command, Pacific - Detachment 620; Commanding Officer, Naval Special Warfare Group One - Detachment 119. Operational assignments with SEAL Team One, Naval Special Warfare Group One, Underwater Demolition Team (UDT) Eleven, and the U.S. Naval Academy as a Midshipman and Company Commander. Commissioned rank: Captain, USNR (Retired). Honor Graduate - BUD/S (SEAL) Training.