

CYNTHIA HARRINGTON, CFA

**"Only those who risk going too far can
possibly find out how far they can go."**

— T.S. Eliot

INTRODUCTION

- My name is Cynthia Harrington and I am 62 years old.
- I work for Team(You), Inc.
- Our company gives students an opportunity to earn points at school and the school a way to communicate priorities to students. We're like online gold stars and things you can buy with them for "jobs well done".
- My role at Team(You), Inc. is Chief Executive Officer
- I founded the company 2 years ago and now I lead a team of 8 people to develop software and distribute the licenses to schools and teachers

The Early Years...

I was born in Hackensack Minnesota and raised there too



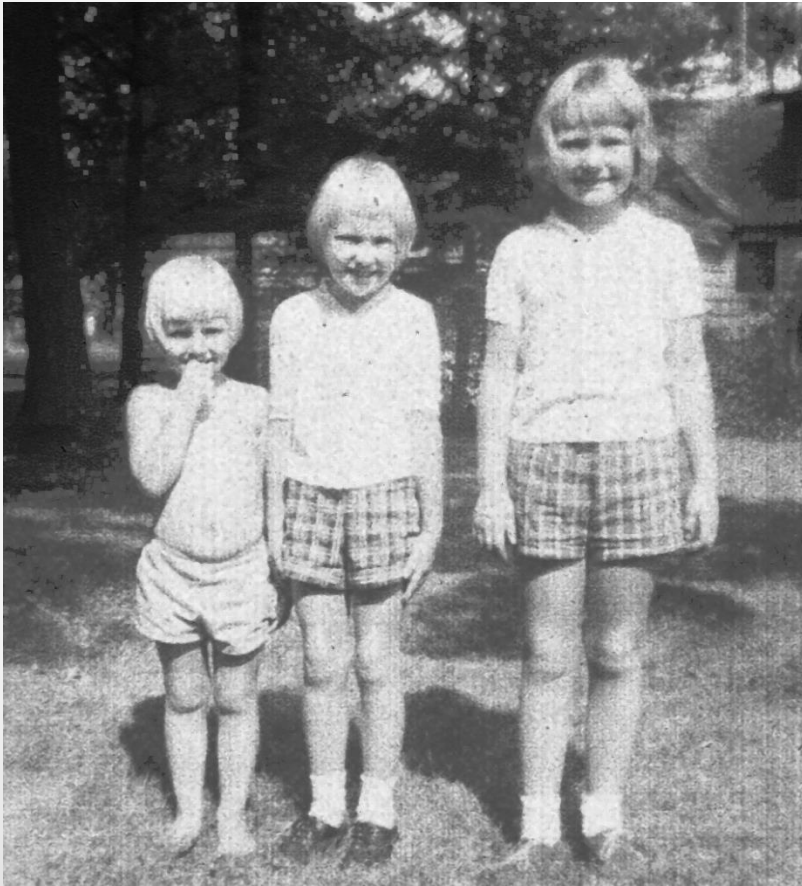
Aerial view of Hackensack, Minn.

This is a picture of me at 5 years old.

This is a picture of the whole town

More **Early** Years...

A little about my family...



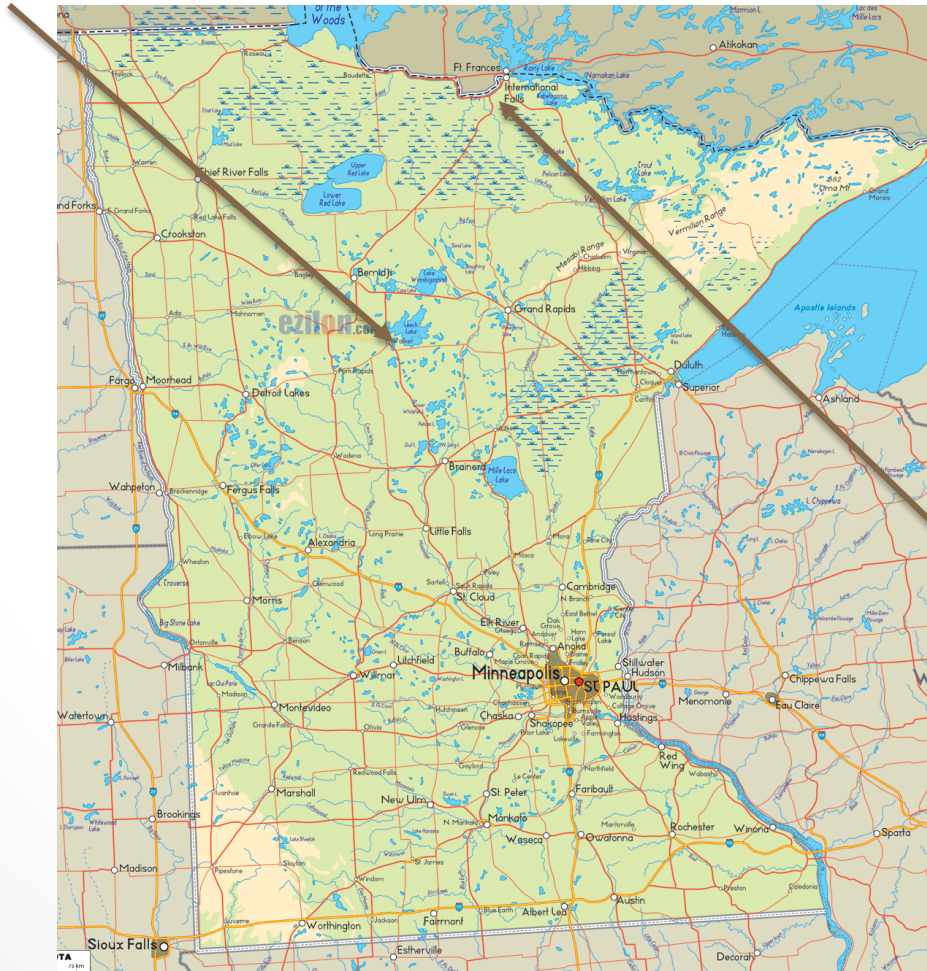
This is a picture of Kristi, Barb, me



This is a picture of the five sisters: Sue, Barb, Lynne, me, Kristi.

HIGH SCHOOL

- I attended Walker High School in Walker, Minnesota



Often the
coldest spot in
country

HIGH SCHOOL

- As a HS student I was involved in band, choir, speech, yearbook staff, Spanish club, theater
- As a HS student I was one of 62 kids. I was valedictorian, was popular and nerdy and involved with everything.



Me as Prom Queen



Me in Senior Class Play

HIGH SCHOOL

Things I enjoyed in HS

- English
- Theater
- History
- Chemistry
- Math
- Learning
- Spanish
- Being able to do everything
-

Things I did not enjoy in HS

- Going to school in a different town
- No sports for girls
- Cafeteria food

HIGH SCHOOL

Activities/Athletics in HS

- Band
- Golf
- Choir
- Theater
- Speech
- Yearbook Staff
- Spanish club

Jobs I worked while in HS

- Fast food manager
- Waitress
- Realtor assistant
- Babysitting
- Cleaning resort cabins

HIGH SCHOOL

Fondest memories from HS

- Winning local spelling contests and going to the state
- Winning the speech contests and being first from our school to go to state competition
- Marching band in the summer in resort town parades
-

Obstacles/Adversity you had to overcome in HS

- Being from a different town we were “outsiders”
- Lots of things were easier for me than other kids so finding challenge was a challenge

COLLEGE

- I attended college in Northfield, MN



St. Olaf College



Junior Semester Abroad in Sevilla

COLLEGE

Jobs I worked while in College

Activities/Athletics in College

- Spanish club
- Travelled
 - Semester in Sevilla, Espana
 - Semester in Chicago with Urban Studies program

- Cafeteria
- Kept the donor records for KSTO the college radio station

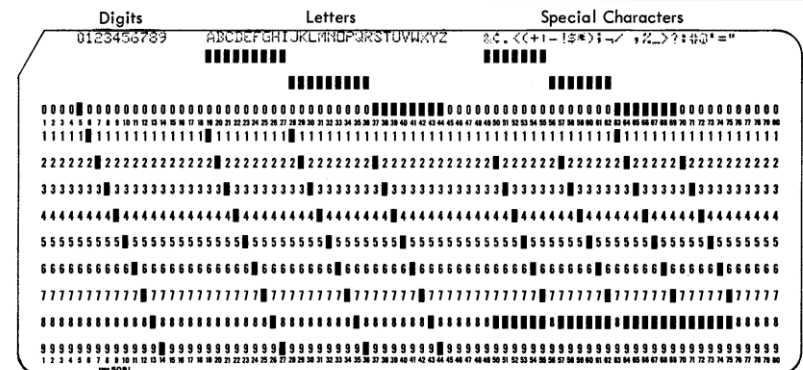


Figure 4. Card Codes and Graphics for 64-Character Set

COLLEGE

Favorite classes

- South American Journalism and News
- History of China
- Philosophy of Law
- Calculus
- Urban Studies

Least favorite classes

- Chemistry

COLLEGE

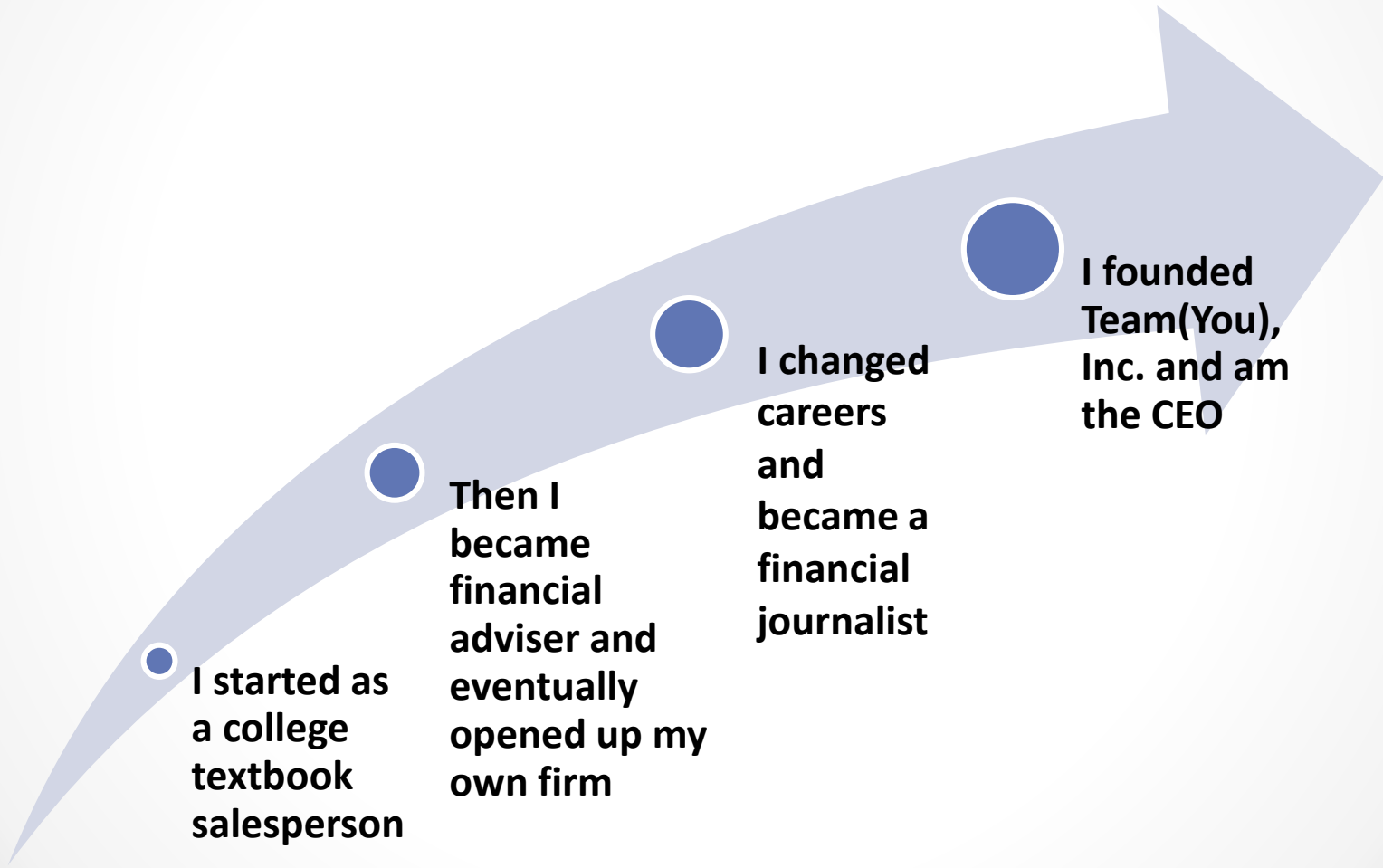
Fondest memories

- Meeting people from all over the world and different backgrounds
- Living in Spanish language house immersed in the language
- Christmas concert with world class choir

Obstacles or adversity that you had to overcome

- As first one in family to attend college I had to figure a lot of things out for myself

CAREER PATH



I started as a college textbook salesperson

Then I became financial adviser and eventually opened up my own firm

I changed careers and became a financial journalist

I founded Team(You), Inc. and am the CEO

CAREER



BEAR STEARNS

THE BIOLOGICAL INVESTOR



THE DECISION CODE

Could research into how brains encode memory lead to smarter investors?

By Cynthia Harrington, CFA



CFA Institute



Welcome, Teacher Terry Toth

Team(The Academy School)

Algebra 1
Back of the Class

SELECT ALL

Aaron V
10 Orange Team

Aaron Z
10 Red team

Adely Z
10 Blue team

Adrienne Z
10 Blue team

Homeroom:
Grade: 5
Report Period: 08/11/2014 to 11/04/2014

Student Statement Wilson Smith

My Points: 150

Awards Earned	Points Earned	Items Purchased	Points Spent
Act of kindness	80	Hershey's Chocolate Bar	600
Act of leadership	50	Pencil	15
Courtesy	40	Pencil	15
Homework completed	40	Pencil	15
Late	5	Plastic Ruler	10
Organized materials	20		
Present	290		
My Points	Starting Balance	Total Points Earned	Total Points Spent
150	= 280	+ 525	- 655



CAREER

My first Job

- Represented Wadsworth Publishing Company to colleges and universities
- Got a car and expense account
- Once sold Calculus book to Argentinian professor talking only in Spanish

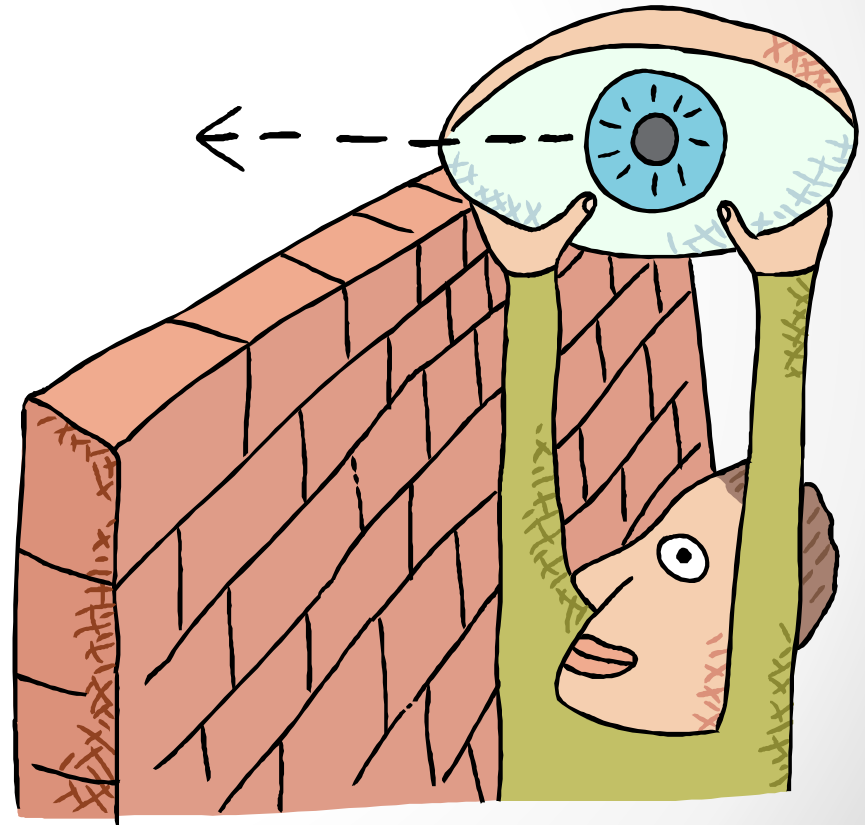
My worst Job

- Temping after college graduation while trying to find professional job

CAREER

Some challenges I had to overcome
in my career

- Trailblazing as woman:
publishing, finance,
technology
- Not large network from
family to get access
- Needed to adapt to move
between industries
- Needed more education.
Got CFA when opened my
own firm



CURRENT ROLE

History

- 2013 Founded
- 2014 Released Software Version 1.0

Size

- Raised \$500,000 from investors 2014
- Manage team of 8 people

Location

- Santa Monica
- Manila

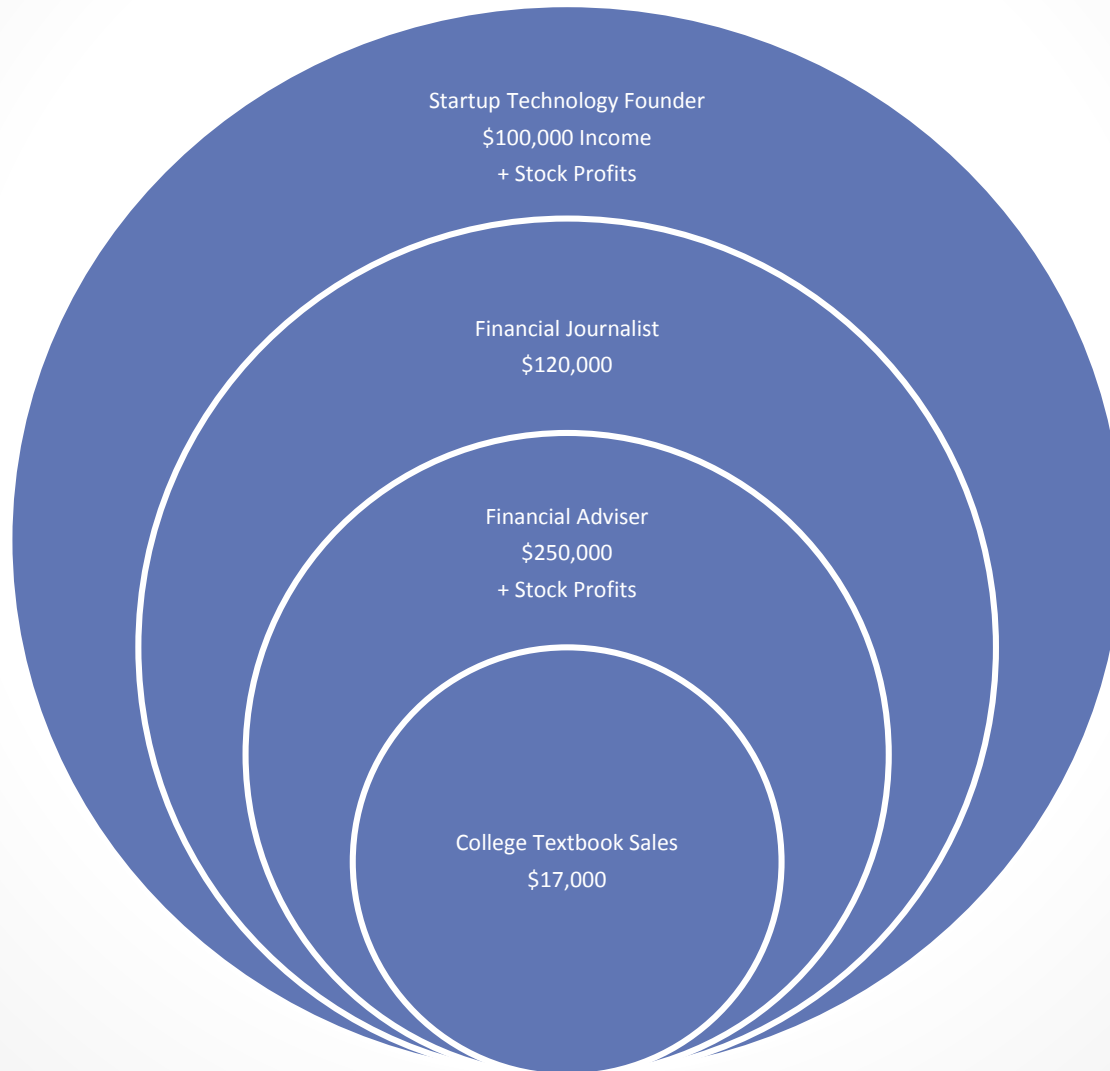
Products

- Team(You) software that lets students earn points for class participation and showing up on time

Current Role



Career Compensation



ACADEMIC EXERCISE

- We will now spend several minutes discussing the day's academic module and how it is relevant in the 'real world'

QUESTION AND ANSWER

