

Michael Scharf

Biography

For more than 30 years, Michael has been developing and growing companies across a wide spectrum of industries. Michael is a recognized business catalyst, succeeding with early stage entrepreneurial partnerships as well as Fortune 500 Companies.

An accomplished entrepreneur, Michael was the co-founder of GoLiveSMS, which has quickly become the nation's leading SMS provider focused on enterprise messaging for the financial services and healthcare industries. Prior to GoLiveSMS, Michael led the management team of Zoomozik, the world's first totally online music label. As COO, he oversaw the day-to-day operations of the company as it grew to represent over 7,000 artists worldwide.

In 2005, Michael founded EMJK Holdings, LLC, a patent and innovation catalyst company providing management and advisory services as well as introductions to private equity. EMJK was instrumental in launching a high-tech building products company as well as security company in the credit card and loyalty card business.

Michael was president and founder of Results Network, Inc., a leadership development and executive coaching company focused on the growth of executive managers. His work as an independent consultant and coach attracted the attention of the SBA, who hired Michael to work with entrepreneurs and executives as an adjunct leadership coach at the nation's only "high-tech, high-growth" Small Business Development Center. During his tenure, Mr. Michael worked with a team that coached nearly 500 technology entrepreneurs, helping them raise \$80 million in new capital.

In the corporate world, Michael headed new product development for TRW Information Systems. He worked closely with the largest corporations in America, integrating TRW's information products into their core operations. During his tenure, Michael pioneered a partnership between TRW, CompuServe and Beneficial Finance, creating one of the first on-line consumer loan systems.

Michael managed the consumer lending operation for Great Western Bank. In just 30 months, he built a team that grew the portfolio from \$650 million to \$1 billion. While managing the billion-dollar consumer credit division, he led the effort to overhaul the division's operations. He was also called upon as an advisor to Visa USA and other multi-national organizations.

Michael's career began in banking, where he sold services to mid-market companies and managed a \$100 million operation at 25.

Sought after as a speaker and educator, Michael speaks on topics ranging from entrepreneurship, business transformation to privacy policy before organizations such as the National Retail Federation, the Direct Marketing Association, and the IEEE. He also regularly teaches programs on business planning and strategy.

Michael holds an MBA from California State University, Northridge and a Bachelor's degree in Speech from Northwestern University.