

# Jerry M. Johnson Profile

Versatile, dynamic, entrepreneur, and developer who provides leadership, management and guidance with his ability and talents to dramatically develop a niche product where revenues can intensely compete within marketplaces. Mr. Johnson is the visionary behind this project and a strong organizer, motivator and team builder with established success in identifying new business models in emerging business opportunity zones. He is highly skilled in developing operational strategies and directing a major start-up project from original concept through implementation, successful leadership in the development of The Westin Vacation Club, 80 timeshare units in St John USVI. His experience encompasses 37+ years within the hotel industry in areas of operation, development, finance and accounting. His experience includes service with **Omni Hotels & Resorts, Panos Hotel Group, Sunterra Resorts USVI, St Maarten, Marriott Hotels & Resorts, Dawn Beach Hotel (SXM) and other hotel management companies**, all brand names within the hotel, timeshare & fractional segments. www.mcclain-realestate.com







## **Leadership Skills**

### 1. Integrity:

I will always do the right thing regardless of sentiment and never compromise my core values. If I cannot build trust and engender confidence with my stakeholders, I cannot succeed. No amount of talent can overcome illegal, immoral or otherwise ill-advised actions. A leader void of integrity will not survive over the long-haul.

### 2. Excellent Decision Making Skills:

As CEO of McClain Real Estate Development, I live and die by the quality of the decisions I make. Being its leader, good decisions are expected, poor decisions won't be tolerated, and great decisions will set me and our company aside from the masses.

### 3. Ability to Focus:

If I cannot focus, I cannot perform at the level necessary to remain in the CEO position for very long. My ability to understand and get locked onto the priorities for MRED will place me and our company in position to succeed within this industry.

## 4. Leveraging Experience:

Inexperience, a lack of maturity, needing to be the center of attention, not recognizing limitations, a lack of judgment, an inferior knowledge base, or any number of other common mistakes made by CEOs can cause the house of cards to fall. If I don't have the experience personally, I will hire it, contract it, but by all means I will acquire it. I will surround myself with tier-one talent and the best advisors' money can buy. I will not make uniformed or ill-advised decisions in a vacuum.

#### 5. Command Presence:

I possess a strong presence and bearing. I am an unflappable individual that never let you see me sweat (unless of course it serves a purpose). Everything from how I carry myself to how I speak and dress sends the messages that I am in charge.

### 6. Embracing Change:

I have a strong bias to action. I will always be seeking to improve through change and innovation.

### 7. Brand Champions:

As CEO I understand branding at many levels. I will seek to build not only a dominant corporate brand, but also a strong personal brand.

### 8. Boundless Energy:

I have a boundless amount of energy. I am positive in my outlook, and my attitude is contagious. Being of low energy I am not motivating, convincing or credible.

#### 9. Business Acumen:

I have a deep understanding of our business and a strong orientation toward profit. I possess a sixth sense or an almost instinctive feel for what this company/project needs to do to make money and remain competitive.

## 10. People Acumen:

I have a nose for talent...I understand how to recruit, develop and deploy talent while focusing on applying the best talent to the best opportunities. I also know when it's time to make changes and cut my losses as needed.

### 11. Organizational Acumen:

I know how to engender trust, know when and how to share information, and an expert listener. I have developed strong and positive corporate cultures in my journey, driven to performance by aligned motivations. I can quickly diagnose whether the organization is performing at full potential, delivering on commitments, and whether the company is changing and growing versus just operating.

#### 12. Curiosity:

I possess a powerful motivation to increase my knowledge base and to convert my learning into actionable initiatives. I question, challenge, confront and am never accepting of the status quo.

# 13. Intellectual Capacity:

I am also a great thinker both at the strategic and tactical level. I am quick on my feet and know how to get to the root of an issue faster with this project. I am extremely discerning.

#### 14. Global Mindset:

Regardless of the geographical boundaries of our current business model I will always think globally. Limited thinking results in limited results. Whether global thinking is applied to capital formation, supply-chain issues, business development, strategic partnering, distribution, or any number of other areas, I grasp the importance of thinking globally. I am externally oriented, hungry for knowledge of the world and adept at connecting developments and spotting patterns.

### 15. Never Quit:

I refuse to lose...I have an insatiable appetite for accomplishment, results and greatness. Now while I may reengineer or change direction I will never lose sight of the end game. I say that greatness is not a matter of chance nor is it something that just happens, it's something we much achieve.