



About The Author

Gregory Olinyk's parents taught their six children a simple motto: "Serve life and enjoy life. Everything else will flow from that." Army artillery officer, volunteer fire fighter, Rotarian, Pop Warner treasurer, co-founder of a child abuse prevention center – which earned him a humanitarian award as Connecticut Exchangeite of the Year in 1994, venture capitalist and managing partner of a consulting firm dedicated to helping new companies to start and existing companies to expand or turnaround, Olinyk has tried to live up to his parent's guiding principle.

Long before September 11th, when radical fanaticism overflowed the Middle East in dark, red waves of Christian, Jewish and Islamic blood here, in Europe and Asia, Olinyk was asking hard questions about how to stop it. On the domestic front, he asked why the U.S. government was bogged down by a bloated bureaucracy and widespread corruption among the very same politicians who we trust to look out for our best interests. His first attempt to solicit and share his thoughts and the views of a diverse cross-section of his fellow Americans was www.ASimplePeace.org.

ResoNation carries that effort a step further by offering a kind of "national town hall" known as The DayLightForum (www.DayLightForum.org) where Americans of all political persuasions can work together to provide solutions for the challenges of an increasingly dangerous international and domestic environment.

Since 1990, Gregory Olinyk has served as the founder and managing partner of Point-of-Reference, LLC (P-of-R), a venture management expert with extensive international entrepreneurial experience providing analytic, functional and administrative skills in all aspects of corporate management.



Olinyk is well-versed in team and organization building, person-to-person and institutional networking, business development, business planning, new venture financing and quality control. P-of-R advises clients, venture capital firms and investors about matters related to start-up, operations, expansion and personnel, including business plans and financing documents. Such industries generally include healthcare, software, entertainment media and consumer products. Olinyk has personally raised over \$50 million in equity and financing for deserving clients.

In 1984, Olinyk recognized a need for the securities industry to have a more reliable telecommunications system. Several companies were laying copper and later fiber optic rings around major metropolitan areas where at least 80% of any securities firm's traffic went. Multiple routes to and from distant points and around cities – known as Alternate Carrier Routing Service (ACRS) – provided a more reliable way to complete the voice and data calls that are key to successful commerce. So he conceived of and built a private phone network for the securities and general financial services industry between Wall Street and "The City" (London's financial district). Olinyk's company, Securities Communications Network was dedicated to the financial services industry's point-to-point communications needs and was the forerunner of companies like Global Crossing.

From 1984 to 1991, Olinyk served as chief executive officer and chief financial officer and a member of the board of directors of Securities Communications Network, Inc. and as the Managing Director of SCN (UK) LIMITED in London, England. SCN built and operated the first facilities-based international reseller of digital voice and data point-to-point telecommunications. They actively worked with the U.S. government, the FCC and Oftel (the U.K.'s telecommunications regulatory body) to open the British and European markets.

RESONATION

While their initiative should have been widely accepted, it crashed because of premature timing. Olinyk had become the poster boy for deregulation.

However, Olinyk's pluck and persistence caught the attention of John Deere Credit and Paine Webber. A partnership was formed to build a finance company that would purchase retail financial sales contracts on items like recreational vehicles from 2,500 RV dealers, yachts, aircraft, golf course machinery, and also lawn & garden products from Deere's 3,300 lawn & garden stores.

Four months into the operation, in August of 1998, Russia defaulted on its national debt and all of its governmental bonds, the Indonesian currency crisis rocked the currency markets around the world and Brazil started making noises about going under financially. The confluence of these three simultaneous events panicked investors who fled out of every kind of bond (including Olinyk's asset-backed securities) and into U.S. Treasury certificates.

Suddenly, no one on Wall Street would take the flow of finance paper, which was coming in at a rate of \$2 million per day. Not knowing how long this market condition was going to last, a decision was made to dump the entire portfolio with the caveat to start again when the smoke cleared. Six months later, there was a regime change and the deal never was revived. Olinyk personally suffered an \$8 million loss for his part of the partnership and was once again forced to start over and to display the kind of courage and enthusiasm that the DayLight Movement's "soft revolution" will require.

Olinyk is the author of the self-published book, *Imperfect Entrepreneur, the Upward Spiral* (1994), which has been widely distributed among entrepreneurs.



Civic Involvement

- Co-founder of ASimplePeace (www.asimplepeace.org) a non-profit multi-faith humanitarian organization dedicated to helping establish peace in the Middle East
- Past chairman and co-founder of the Exchange Club Child Abuse Prevention Centers of Southern Connecticut
- Life Member, NAACP
- Former 1st Lieutenant, Artillery, U.S. Army
- Past member of the New Canaan Volunteer Fire Company No. 1
- Exchangite of the Year, 1994: Selected from a field of 1,700 candidates for service to numerous community and national programs
- Former Assistant Voter Registrar, New Canaan
- Past member, The Exchange Club of New Canaan, Connecticut
- Treasurer, New Canaan Pop Warner Football 1991-'95
- Past member, Rotary Club of New Canaan