

January 2, 2017

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To: Fax #(803)734-5167  
Mr. Rob Godfrey – Deputy Chief of Staff, Office of Governor Nikki R. Haley

From: Lawrence J. Gaiber  
4007 Magna Carta Road  
Calabasas, California 91302  
(818)267-7575  
venturecapital46@gmail.com

Dear Mr. Godfrey:

Why would a 56 year old, semi-retired, financially-independent, venture capitalist and Wharton Graduate (1982) want to work so hard for the Trump Administration?

Why would someone who has expertly day-traded S&P financial futures (for his own account), over the past five years – and why would someone who leads a luxurious lifestyle in Los Angeles, including extensive overseas travel, want to change all that and take on this burden?

There are three reasons: Destiny, Opportunity and Duty. Everyone has them. Recognizing and positively-exploiting them is what differentiates people. President-Elect Trump stated that he needed highly-qualified people to staff his administration – with the caveat that they could not lobby or earn money from those West Wing connections for five years thereafter. I discussed this issue with my wife and she accurately figured I would be perfect for this situation. A “light” went off. I do not need to earn additional money later from this specific employment, as a younger man might require.

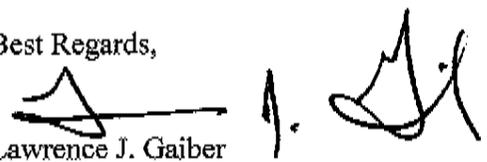
More importantly, my 35+ years of sales/negotiating/strategic/tactical skills ~ along with my “quick study” abilities, reviewing about 800 business plans per year – could be invaluable. I have the pedigree, the credentials, accolades and the elite persona to be an important team member. Moreover, I will be respected by counterparties during negotiations.

I have almost unparalleled international experience – including working in Apartheid South Africa for one of the world’s wealthiest mining families (Anglo American’s Oppenheims) and separately for a major Japanese pharmaceutical firm in Tokyo. I have traveled independently to nearly 70 countries, on 6 continents – intrepidly going where few foreigners tread (e.g. subways in Cairo, favelas/slums in Rio De Janeiro, tiny villages in Sri Lanka, etc.) I can give specific details about many countries – including ethnic tensions within, border issues, regional conflicts & alliances and so on. This level of international expertise would be very difficult to locate. Combine that with my encyclopedic financial knowledge – including companies, executives, and institutions, worldwide – and you have a potent package.

My Republican History – as a Young College Republican, as an Alternate Delegate (at only 20 years old) to the 1980 Republican National Convention (Reagan Revolution), as President & Founder of The Brentwood Republican Club, and as a GOP Governor Pete Wilson Appointee (L.A. County Developmental Disabilities Area Board 10/subsequently was Legislative Chairman) – All simply burnish and reinforce my qualifications be seriously considered for a position in the Trump White House or Administration.

Thank you so much.

Best Regards,



Lawrence J. Gaiber

## LAWRENCE J. GAIBER

4007 Magna Carta Road • Calabasas, CA. 91302 • (818) 267-7575 • [venturecapital46@gmail.com](mailto:venturecapital46@gmail.com)

### OBJECTIVE:

To serve the Trump Administration, utilizing my very unique hybrid of:

1. 35 years of direct sales/tactical/strategic/negotiating skills and stock market trading expertise in the venture capital/business plan consulting/financial arenas.
2. Nearly-unmatchable international expertise – including working in South Africa and Japan and traveling to 67 countries on six continents – plus having encyclopedic knowledge of international relations, worldwide.

### EDUCATION:

**UNIVERSITY OF PENNSYLVANIA (UPENN) – WHARTON SCHOOL OF BUSINESS, 1982  
BACHELOR OF ECONOMICS**

### SUMMARY OF QUALIFICATIONS:

1. Financially independent:  
I became semi-retired at only 51 years old and currently day-trade S & P Financial Futures. I am motivated by a sense of destiny and duty, and this opportunity is a fantastic way to end my career.
2. Commands respect:  
My pedigree, credentials and Ivy League persona have always allowed me access to the most “haute”/desirable venues worldwide. Counterparties in negotiations will recognize this intangible and will continue discussions. My intellect will bring forth solutions/suggestions, which all parties find acceptable.
3. Exceptional Intuitive I.Q.:  
This rare trait has allowed me to analyze/dissect 800 business plans/executive summaries per year, for 23 years, and to determine which plan elements would be of greatest immediate interest to investors. This self-confident persona has permitted me entre to the most prestigious institutions, events, clubs, hotels, restaurants, etc. – over many years and on numerous occasions – when others were denied access. I can determine “weak spots/vulnerabilities” as well as uncover “common interests/goals/objectives,” which could bring any negotiation to a positive outcome. This “sixth sense” has also permitted me to trade S & P Financial Futures for the past 5 years, when most people fail.

### PROFESSIONAL EXPERIENCE:

**PROFESSIONAL S & P FINANCIAL FUTURES DAYTRADER, July 2011 – Present  
Calabasas, CA**

- Analyzing Japanese candlestick charts and predicting future movements.
- Determining entry and exit points to maximize profit and to minimize risks, whether going long or short.

**SANDTON FINANCIAL GROUP,**  
**Woodland Hills, CA**  
*Venture Capital Consultant*

**October 1987 – July 2011**

- Wrote/edited/revised Business Plans for maximum investor appeal.
- Consulted with existing management teams to optimize presentations and to locate the most viable institutional investors.
- Determined which strategic partners would bring most value to the enterprise.

**DREXEL, BURNHAM, LAMBERT**  
**Los Angeles, CA**  
*Stock Broker*

**June 1985 – October 1987**

- Solicited/"cold-called" retail investors to build clientele.
- Sold large blocks of Municipal Bonds (\$100 K + per transaction) to institutional investors.
- Spent one month being actively trained on trading floors at Drexel's NY headquarters.

**APPRENTICE FOREIGN CURRENCY DAYTRADER,**  
**Los Angeles, CA**

**March 1984 – June 1985**

- Studied markets, executing both practice & actual trades in the Japanese Yen, British Pound, and Canadian Dollar Futures markets.
- Worked with my father (commodities/futures trader for 50+ years).
- Learned technical charting & analysis and investor psychology.

**ANGLO AMERICAN LIFE ASSURANCE COMPANY**  
**(Anglo American/DeBeers Group – Largest co. in South Africa)**  
**Johannesburg, South Africa**  
*Portfolio Analyst*

**September 1982 – February 1984**

- Wanted to work overseas, immediately after college. Wrote to 75 major companies and received written interview requests from 23 of them.
- Summarized insurance investment portfolio returns – over various timeframes – to show maximized returns to prospective investors.
- Collaborated with insurance marketing/sales executives to develop sophisticated sales presentations.
- Met directly with prospective institutional investor clients and assisted in "closing" sales – when I was only 22/23 years of age.

**EISAI PHARMACEUTICALS COMPANY,**  
**Tokyo, Japan**  
*AIESEC Summer Intern*

**June 1981 – August 1981**

- Requested Tokyo, Hong Kong or Singapore position – when most other American Interns were still focused on Europe.
- Visited all major company departments, wrote reports detailing suggestions for improvement – company executives were expected to practice their English with me.
- Completed final project advising a leveraged buyout of a European or American pharma co. – Executives had never heard of such a financial-engineering scheme and were impressed.
- My direct boss at Eisai is now the company's Chairman Emeritus.

### **REPUBLICAN CREDITALS:**

- Young Republicans/College Republicans
- Alternate Delegate (at only 20 years old) – 1980 Republican National Convention/Detroit Michigan
- President & Founder – Brentwood (Los Angeles) Republican Club, 1984.
- GOP California Governor Pete Wilson Appointee – Los Angeles County Developmental Disabilities Area Board 10. Subsequently, was legislative Chairman – traveling to Sacramento, California – for statewide board meetings.

### **PERSONAL:**

- Married 30 years, Two adult children
- Conversational Spanish, 2 years of Mandarin Chinese, limited Afrikaans.
- Circumnavigated globe in college.
- Exceptional written, verbal communication skills and predictive capabilities.
- Recognitions - Marquis Who's Who in Finance, Price Waterhouse, Association of Collegiate Entrepreneurs.

### **COUNTRIES VISITED & VALUE PROPOSITION:**

Management by objective is my mantra. Give me an end result that needs to be achieved, in any of the following countries or anywhere else in the world; I will work backwards using who, what, where, when, how variables – including factoring in contingencies (if, then, else...analyses/similar to computer coding) and including human psychology – to reach the desired goal. This will be done whether I am executing said strategy or as part of a team directing others.

Antigua and Barbuda, Argentina, Australia, Austria, The Bahamas, Bahrain, Barbados, Belgium, Belize, Botswana, Brazil, Cambodia, Canada, Cabo Verde, China, Columbia, Czech Republic, Denmark, Dominica, Egypt, France, Germany, Greece, Holy See, Hong Kong, Hungary, India, Indonesia, Ireland, Israel, Italy, Jamaica, Japan, Kenya, South Korea, Lesotho, Liechtenstein, Luxembourg, Macau, Malawi, Malaysia, Maldives, Mexico, Monaco, Namibia, Netherlands, Palestinian Territories, Panama, Peru, Philippines, Qatar, Saint Kitts and Nevis, Saint Lucia, Saint Maarten, Singapore, South Africa, Sri Lanka, Swaziland, Sweden, Switzerland, Taiwan, Thailand, Turkey, United Kingdom, Vietnam, Zambia, Zimbabwe.