

## **NAPOLEON HILL OVERTON, CFA**

---

### **University**

University of Memphis  
Department of Finance, Insurance and Real Estate  
232 Fogelman College of Business & Economics  
Memphis, TN 38152

Email: [nhverton@memphis.edu](mailto:nhverton@memphis.edu)

Cell: 901-409-4527

### **EDUCATION AND PROFESSIONAL DESIGNATIONS:**

---

Chartered Financial Analyst (CFA)	1986
MBA – Concentration in Finance, University of Memphis	1982
BS. – General Business, University of Tennessee	1980

### **DOCTORAL COURSES:**

---

#### **Completed**

Seminar in Equity Markets: Trading/Structure (FIR 8725)	Fall 2011
Problems in Finance (FIR 8910)	Fall 2011
Applied Statistical Methods in Economics (ECON 8125)	Fall 2011
Seminar in Micro-Structure Theory (FIR 8724)	Spring 2012
Econometrics I (ECON 8810)	Spring 2012
Advanced Quantitative Economic Analysis (ECON 8120)	Fall 2013

#### **Audited**

Seminar in Finance (FIR 8850)	Spring 2013
Economic Theory & Decisions (ECON 7300)	Fall 2013
Seminar in Advanced Financial Management (FIR 8810)	Spring 2014
Advanced Quantitative Methods in Econ. II (ECON 7943)	Summer 2014

### **TEACHING AWARDS**

---

Fogelman College of Business and Economics

Engaged Creative Teaching Excellence (Undergraduate)	2015
George Johnson Teaching Fellow	2016
FIR Department Outstanding Teaching Award	2020

## GRANTS

---

### Tennessee Valley Authority Investment Challenge Program

\$10,884 Performance Award: Outperformed S&P 500 by 8.6%	2020
\$5,451 Performance Award: Outperformed S&P 500 by 3.3%	2021

## PROFESSIONAL EXPERIENCE

---

**Instructor** Aug. 2010 – Present  
*University of Memphis, Memphis, Tennessee*

**First Vice President, Senior Equity Research Analyst** Aug. 2001 – Aug. 2009  
*Morgan Keegan, Memphis, Tennessee*

- Responsible for coverage of Real Estate Investment Trusts and special situations.
- Developed and maintained relationships with institutional investment managers and senior management of companies under research coverage.

**MANAGING DIRECTOR, Investment Banking** Jul. 2000 – Aug. 2001  
*First Tennessee Capital Markets, Memphis, Tennessee*

- Evaluated potential merger and acquisition assignments, as well as opportunities to raise venture equity capital for potential clients.
- Contributed in the evaluation of the bank's first offering of pooled trust preferred securities, which became a substantial and enduring source of profit for the bank.
- Participated in the evaluation and acquisition of Midwest Research, which established the bank's first equity research, trading, and institutional sales platform.

**Limited Partner, Senior Equity Research Analyst** Mar. 1997 – Nov. 1998  
*J.C. Bradford & Company, Nashville, Tennessee*

- Responsible as Senior Research Analyst for coverage of hotel REITs and special situations.

**First Vice President, Senior Equity Research Analyst** Mar. 1987– Nov. 1996  
*Morgan Keegan, Memphis, Tennessee*

- Provided research coverage on companies that generated 1/3 of Morgan Keegan's total syndicate volume and nearly 40% of lead-managed volume for the five-year period from 1991-1996, achieving a firm-wide record commission volume of over \$19 million from stocks under research coverage in 1994.
- Research coverage included a wide variety of industry sectors including real estate, lodging, manufactured housing, casino entertainment, fabric, drug, and food retailing, poultry processing, and special situations.
- Contributed as Senior Research Analyst in successfully structuring and marketing the first public hotel REIT offering in over 20 years.

**Manager, Financial Planning and Analysis, Corporate Treasury** Sep. 1985 – Feb. 1987  
*Holiday Corporation*, Memphis, Tennessee

- Responsible for consolidated financial planning and analysis for use by Senior Management in evaluating various investment, divestiture and financial engineering opportunities, including Holiday Corporation's 1987 \$2.8 billion recapitalization.

**Manager, Financial Planning, Holiday Inns Strategic Planning** Sep. 1984 – Sep. 1985  
*Holiday Inns, Inc.*, Memphis, Tennessee

- Responsible for all aspects long-range financial projections for division's strategic plan.

**Planning Analyst, Holiday Inns Strategic Planning** Jul. 1982 – Sep. 1984  
*Holiday Inns, Inc.*, Memphis, Tennessee

- Provided financial projections for the long-range strategic plan, competitive analysis, and developed pro forma financial projections for a new brand of limited service hotels that supported the eventual launching of the Hampton Inn brand of hotels.

## COURSES TAUGHT

### ***Undergraduate:***

Financial Management (FIR 3410)  
 Investments (FIR 3710)  
 Financial Markets & Institutions (FIR 3720)  
 Stock Portfolio Management (FIR 4331)  
 Financial Analysis & Certifications (FIR 4730)

### ***Graduate:***

Global Financial Management (FIR 7155), Executive MBA Program  
 Executive Financial Management (FIR7160), Executive MBA Program  
 Global Financial Management (FIR 7155)  
 Stock Portfolio Management (FIR 6331)  
 Financial Analysis & Certifications (FIR 6730)  
 Financial Analysis & Certifications (FIR 7173)

## STUDENT EVALUATION OF TEACHING EFFECTIVENESS

---

Consistent SETE Scores above department and college average.

- Fall 2021 average "overall teaching effectiveness" SETE score of 4.29/5.0 compared to department and college averages of 4.46 and 4.24, respectively. Summer 2021 average of 4.24/5.0 compared to department and college averages of 4.02 and 4.06, respectively. Spring 2021 average SETE score of 4.27/5.0 compared to department and college averages of 4.32 and 4.36, respectively.

## ONLINE COURSE DEVELOPMENT

---

Financial Management (FIR 3410)	2013
Financial Analysis and Certifications (FIR 4730/6730)	2017
Financial Analysis and Certifications (FIR 7173)	2019
Financial Analysis and Certifications (FIR 4730 Redeveloped)	2019
Investments (FIR 3710)	2020
Global Financial Management (FIR 7155)	2022

## OTHER COURSE DEVELOPMENT ACTIVITIES

---

<b>EXPERIENTIAL LEARNING CREDIT ASSESSMENT FOR THE UNIVERSITY COLLEGE</b>	2013
<ul style="list-style-type: none"> <li>➤ Prepared a thorough assessment of the academic credit-worthiness of the General Securities Representative Exam (Series 7), the Uniform Combined State Law Exam (Series 66), and the Uniform Securities Agent State Law Exam (Series 63) for inclusion in the University College Experiential Learning Credit Catalog.</li> </ul>	

## ADVISING/MENTORING

---

<b>CFA INVESTMENT RESEARCH CHALLENGE FACULTY ADVISOR</b>	2010 – Present
Faculty advisor to students involved with the “CFA Investment Research Challenge”, in which students research a publicly-traded company, prepare a research report, and make a presentation to a panel of investment professionals, in competition with other Universities around the globe.	
<b>INTERNSHIP ADVISOR</b>	2011 – Present
I am one of two designated internship advisors for the department of Finance, Insurance and Real Estate.	
<ul style="list-style-type: none"> <li>➤ I have been the faculty advisor for eight student internships since 2011.</li> </ul>	
<b>HONORS ADVISOR</b>	2010 – Present
I am the advisor for the department of Finance, Insurance and Real Estate regarding the University honors program and the Fogelman College of Business & Economics honors program.	
<ul style="list-style-type: none"> <li>➤ I have taught honors sections of FIR 3410 when requested to do so.</li> <li>➤ I have contracted with 28 students for honors credit since 2011.</li> <li>➤ I have been the advisor for one honors thesis since 2014.</li> </ul>	
<b>TVA CHALLENGE FACULTY ADVISOR</b>	2010 – 2012
One of two faculty advisors for the TVA Challenge (2010-2012), and primary faculty advisor (2015-present) in which students make investment decisions for a stock portfolio with a value of roughly \$500,000.	
<b>FINANCE SESSIONS IN THE DORMS</b>	2014
I assist Resident Advisors by volunteering to provide educational finance sessions in the dorms.	

## ACADEMIC SERVICE

---

<b>Finance</b>	<b>CFA INSTITUTE UNIVERSITY AFFILIATION PROGRAM</b>	2014–Present
	<p>Gained acceptance of the Fogelman College of Business and Economics undergraduate Finance BBA and graduate Finance MSBA degree programs into the Chartered Financial Analysts Institute’s “University Affiliation Program”. I mapped topics covered in undergraduate and graduate Finance, Economics, Accounting, Statistics, and Math courses to “knowledge domains” identified by the Chartered Financial Analyst Institute as being covered in CFA examinations. The CFA designation is perhaps the most highly esteemed professional designation in the field of finance, especially in the investment profession. Inclusion in the CFA University Recognition program allows the Fogelman College to award up to sixteen scholarships per year to ambitious finance students seeking to take the CFA exam. The scholarships reduce the cost of registering for and taking the exam by roughly \$500 - \$1,000. Inclusion in the University Affiliation Program also allows the college to market its BBA Finance and MSBA Finance degree programs as being recognized by the CFA Institute for covering a substantial majority of the topics tested in the CFA examinations.</p>	
	<b>FINANCE DEPARTMENT SCHOLARSHIP COMMITTEE</b>	2011–Present
<b>College</b>	<b>KNOW GOOD, DO GOOD, THRIVE COMMITTEE</b>	2014–2015
	<b>Futures in Finance – Panelist for student workshops</b>	2014-2015
	<b>FCBE Strategic Planning Committee</b>	2019-2020

## PROFESSIONAL ORGANIZATIONS

---

Chartered Financial Analyst Society, Memphis	
➤ Board Member	2012 – Present
○ Treasurer	2014 – 2015

## CIVIC OUTREACH

---

Serenity Recovery Centers	
➤ Board Member	2011-2020
Foundation for Development of Small Group Ministries	
➤ Board Member	2013-2022
Memphis Emmaus Community	
➤ Board Member	2019-Present