



John Dolan-Heitlinger

John Dolan-Heitlinger is a Principal at the Institute for Finance and Entrepreneurship. The Institute for Finance and Entrepreneurship helps clients create profitable businesses. Mr. Dolan-Heitlinger provides education and mentoring to small business owners. He teaches college business courses focusing on the needs of the entrepreneur and small business owner.

Mr. Dolan-Heitlinger counsels boards and executives on governance, business planning, management, and regulatory issues and is a nationally recognized speaker. He has educated many board members in how to understand financial statement and use that knowledge to more effectively strategically direct businesses. Mr. Dolan-Heitlinger brings to his clients a real world, brass tacks view of business reflecting his years as a small business CEO and banking executive.

He has been a consultant, CEO and senior executive for more than 25 years in diverse economic and demographic environments. He has been appointed to and led many civic organizations and government boards, particularly in the field of economic development and community reinvestment. Mr. Dolan-Heitlinger has been a driving force in numerous community efforts to identify optimal solutions based on verifiable data and thorough research.

Retired as a Coast Guard Reserve Commander, Commander D-H had numerous commands and leadership positions in the homeland security and disaster response fields including leading Coast Guard surface operations during the Exxon Valdez oil spill response.

He has an MBA from the Johnson School at Cornell University and a BA in History and Economics from SUNY Potsdam. He is also a graduate of the Stanford University, Graduate School of Business CEO/Executive Development Program.

Mr. Dolan-Heitlinger is the author of *Finance Without Fear: A Guide to Creating and Managing a Profitable Business* published by the Institute for Finance and Entrepreneurship. The book and companion workbook are a guide to the key concepts of finance and the tools that can be used to analyze financial statements and create a business with a competitive advantage. He has also written numerous professional business articles on finance, management and governance.

He is also the author of *Recombinant DNA and Biosynthetic Human Insulin* a corporate publication distributed internationally by Eli Lilly and Company developed to educate the news media and the public on this emerging and, at that time, controversial technology.

Mr. Dolan-Heitlinger can be reached at johndh@financewithoutfear.com and (305) 292-1208.