

February 2020

**David W. Johnson**

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**Education**

Ph.D.	University of Tennessee-Knoxville	1989
	Major Field: Finance	
	Minor Field: International Economics	
B.S.	San Jose State University	1980
	Major: Economics	

**Academic Experience**

University of Missouri-Columbia	Associate Teaching Professor of Finance	Jan 2020-present
Maryville University	Associate Professor of Finance	Aug 2015-Jan 2020
University of Wisconsin-Superior	Associate Professor of Finance	July 2013-Aug 2015
	Coordinator	
	University of Wisconsin Business Alliance Online Program	Aug 2011-Aug 2015
	Assistant Professor of Finance	Aug 2010-July 2013
University of Northern Colorado	Assistant Professor of Finance	Aug 1990-July 1997
University of Wisconsin-Eau Claire	Assistant Professor of Finance	Sept 1987-Aug 1990
University of Tennessee	Instructor of Finance	Sept 1986-Aug 1987

**Professional Experience**

Generation Mortgage, Las Vegas, NV	Reverse Mortgage Western Region Area Sales Manager	May 2008-Aug 2010
Financial Freedom Senior Funding Corporation, Las Vegas, NV	Reverse Mortgage Consultant	May 2004-May 2008
Owner/Manager, Tokyo, Japan	Jeitu Business Advisory Services	Aug 1996-present

## **Publications, Conference Proceedings, White Papers**

- “An Analysis of the Consumer Financial Protection Bureau August 2017 Report”, with Somer Anderson, *White Paper for American Advisors Group, 2017.*
- “Northwest Wisconsin Skills Gap”, with Jerry Hembd, Rubana Mahjabeen, and Zamira Simkins, *Research Report for the Northwest Wisconsin Workforce Investment Board, 2015.*
- “Retirement Trends, Current Monetary Policy and the Reverse Mortgage Market” with Zamira Simkins, *Journal of Financial Planning, 27 (3): 52-59, March 2014.* Cited in the *Reverse Mortgage Daily, National Reverse Mortgage Lenders Association, ReverseMortgage.org, Reverse Review, Consumers Digest, Bankrate.com, FoxBusiness.com, and Yahoofinance.com.*
- “Retirement Trends, Current Monetary Policy and the Reverse Mortgage Market” with Zamira Simkins, *2013 International Academy of Business and Public Administration Disciplines Conference Proceedings.*
- “Reverse Mortgages: Does Anybody Have a Clue?” with Christine McClatchey and Manjeet Dhatt, *2010 Academy of Financial Services Conference Proceedings.*
- “Student-Managed Investment Funds: A Comparison of Alternative Decision-Making Environments,” with Joe Alexander and Garth Allen, *Financial Practice and Education, Vol. 6, No. 1, Spring/Summer, 1996, 97-101.*
- “The Two-State Interest Rate Model for Pricing Bonds: An Empirical Analysis,” with Michael C. Ehrhardt and Yatin N. Bhagwat, *Journal of Financial Research, Vol. 14, No. 2, Summer, 1991, 105-115.*

## **Conference Presentations and Invited Presentations**

- “Benefits of Community-Based, Student-Led Research Partnership in Studying Regional Economic and Financial Indicators,” with Rubana Mahjabeen, Zamira Simkins, and Almira Salimgarieva, Eastern Finance Association Annual Meeting, Philadelphia, PA, April 2018.
- “Northwest Wisconsin Skills Gap,” with Jerry Hembd, Rubana Mahjabeen, and Zamira Simkins, Wisconsin Economic Association Annual Meeting, Eau Claire, WI 2015.
- “New Approaches to Retirement Funding,” Invited presentation at the National Reverse Mortgage Lenders Association Annual Meeting, *Reverse Mortgage Reset*, Miami, FL November 2014.
- “Retirement Trends, Current Monetary Policy and the Reverse Mortgage Market,” with Zamira Simkins, International Academy of Business and Public Administration Disciplines (IABPAD), Orlando, FL, January 2013.
- “Reverse Mortgages: Does Anybody Have a Clue?” with Christine McClatchey and Manjeet Dhatt, Academy of Financial Services, Denver, CO, September 2010.

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“The Two-State Interest Rate Model for Pricing Bonds: An Empirical Analysis,” with Michael C. Ehrhardt and Yatin N. Bhagwat, Financial Management Association, Orlando, FL 1990.

“An Examination of Alternative Bond Pricing Models,” with Michael Ehrhardt and Joseph Ogden, Washington, D.C., TIMS/ORSA Meeting 1988.

“A Comprehensive Approach to Pricing Mortgage-Backed Securities,” with Ronnie J. Clayton, Financial Management Association, Las Vegas, NV 1987.

“Determining Mortgage-Backed Security Prices,” Financial Management Association, Denver, CO 1985.

### **Media Interviews/Citations/Speaking Engagements**

Interview for TV segment on reverse mortgages for *Legal Smart with Alison Triessl*, March 2017.

“7 Ways Baby Boomers Can Boost Retirement Income”, *National Underwriter Life & Health Magazine and thinkadvisor.com*, February 2017.

“Could a Reverse Mortgage Save Your Retirement”, *U.S. News & World Report*, November 2016.

“Putting it in Reverse, Once Wary Financial Advisors Warm to Reverse Mortgages”, *CNBC.com and Yahoo! Finance*, November 2016.

“Reverse Mortgages Shake Loan-Shark Image, Fight for Respectability”, *Detroit Free Press and CNBC.com*, August 2016.

“Using a Reverse Mortgage to Pay Off Your First Mortgage”, *Bankrate.com and Yahoo! Finance*, August 2016.

“AAG Unveils Newest Reverse Mortgage Commercial”, *Reverse Mortgage Daily, Reverse Review Magazine and nationalmortgageprofessional.com*, February 2016.

“Top Reverse Mortgage Financial Planning Stories of 2015”, #3 most read reverse mortgage financial planning article of 2015, *Reverse Mortgage Daily*, December 2015.

Expert Spokesperson for AAG Reverse Mortgage Commercial, December 2015.

“Reverse Mortgages Get Better, Line of Credit ‘Best Bet’ for Retirement”, *Reverse Focus Weekly Podcast Episode #381*, September 2015.

“Reverse Mortgage Line of Credit is ‘Best Bet’ for Retirement Planning”, Interview with *Reverse Mortgage Daily*, September 2015.

“Savvy Senior Sources ... Talking with Experts” TV show, two episodes on reverse mortgages, Metro Channel 6, Minneapolis, MN July 2015.

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AAG Presents, "The New Reverse Mortgage", <https://www.youtube.com/watch?v=hn5GjpQClr4>,  
Orange, CA February 2015.

"Spotlight: Research Prompts Retirees to Rethink Reverse Mortgages", Interview with *Reverse Review* magazine, February 2015.

Podcast, "University Professors Research Reverse Mortgages, Set Record Straight" – *A Mandelman Matters Podcast*, September 2014.

"Reverse Mortgage Can Be a Useful Financial Tool", *Bankrate.com and Houston Chronicle*,  
September 2014.

"Reverse Mortgage to Pay Off 1<sup>st</sup> Mortgage", *Bankrate.com and Reverse Mortgage Magazine*,  
August 2014.

"The Role of Reverse Mortgages", *Consumers Digest*, July 2014.

"New Academic Report Reconfirms Value of RMs as Retirement Funding Option", *Reverse Review Magazine*, April 2014.

"The HECM Makes Headlines", *Reverse Review Magazine*, April 2014.

"Financial Planners Stress Critical Role of Reverse Mortgages in Retirement", *Reverse Mortgage Daily*, March 2014.

## **Other Articles**

"How to Get Ahead by Going in Reverse," *Vegas Voice*, Las Vegas, NV, August 2004.

"How to Get Ahead by Going in Reverse: Part II," *Vegas Voice*, Las Vegas, NV, September 2004.

"Understanding Reverse Mortgages," *Vegas Voice*, Las Vegas, NV, October 2004.

"Choosing a Reverse Mortgage Lender", *Vegas Voice*, Las Vegas, NV, November 2004.

"Myths and Truths about Reverse Mortgages," *Vegas Voice*, Las Vegas, NV, December 2004.

"Reverse Mortgage Lending Limits," *Vegas Voice*, Las Vegas, NV, January 2005.

"Using a Reverse Mortgage for Estate Planning," *Vegas Voice*, Las Vegas, NV, February 2005.

"Shopping for a Reverse Mortgage," *Vegas Voice*, Las Vegas, NV, March 2005.

"Understanding Reverse Mortgages," *Senior Guide*, Las Vegas, NV, March 2005.

"Can a Reverse Mortgage Be Refinanced?" *Vegas Voice*, Las Vegas, NV, April 2005.

"Are You Ready to Reverse?" *Vegas Voice*, Las Vegas, NV, May 2005.

"Reverse Mortgage: Total Annual Loan Cost," *Vegas Voice*, Las Vegas, NV, June 2005.

"Are Reverse Mortgages Really Safe?" *Vegas Voice*, Las Vegas, NV, July 2005.

"Advice on Reverse Mortgages," *Vegas Voice*, Las Vegas, NV, August 2005.

"Reverse Mortgage Rate Lock," *Vegas Voice*, Las Vegas, NV, September 2005.

"Understanding Reverse Mortgages: Part II," *Vegas Voice*, Las Vegas, NV, October 2005.

"Understanding Reverse Mortgage Costs," *Vegas Voice*, Las Vegas, NV, November 2005.

"Financial Implications of a Reverse Mortgage," *Vegas Voice*, Las Vegas, NV, December 2005.

"Growth in the Reverse Mortgage Market," *Vegas Voice*, Las Vegas, NV, January 2006.

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- "Reverse Mortgage Lending Limit Increase," *Vegas Voice*, Las Vegas, NV, February 2006.
- "Reverse Mortgage Costs: Who Cares?" *Vegas Voice*, Las Vegas, NV, March 2006.
- "Shopping for a Reverse Mortgage: Part II," *Vegas Voice*, Las Vegas, NV, April 2006.
- "The Impact of Interest Rates on Reverse Mortgages," *Vegas Voice*, Las Vegas, NV, May 2006.
- "Reverse Mortgage Update," *Vegas Voice*, Las Vegas, NV, June 2006.
- "How Should I Take My Money?" *Vegas Voice*, Las Vegas, NV, July 2006.
- "Cash Account Advantage Jumbo Reverse Mortgage," *Vegas Voice*, Las Vegas, NV, August 2006.
- "The Choice is Yours," *Vegas Voice*, Las Vegas, NV, September 2006.
- "Does Anybody Have a Clue?" *Vegas Voice*, Las Vegas, NV, October 2006.
- "Will the Real Reverse Mortgage Specialist Please Stand Up," *Vegas Voice*, Las Vegas, NV, November 2006.
- "Reverse Mortgage Facts," *Vegas Voice*, Las Vegas, NV, December 2006.
- "Making Your Golden Years More Golden," *Vegas Voice*, Las Vegas, NV, January 2007.
- "What Am I Going to do If...?" *Vegas Voice*, Las Vegas, NV, February 2007.
- "HECM Advantage Reverse Mortgage," *Vegas Voice*, Las Vegas, NV, March 2007.
- "Questions to Ask Your Reverse Mortgage Lender," *Vegas Voice*, Las Vegas, NV, April 2007.
- "Shopping for a Reverse Mortgage," *Nevada Senior Magazine*, Las Vegas, NV, January 2008.
- "What Am I Going to do If...?" *Nevada Senior Magazine*, Las Vegas, NV, March 2008.
- "Making Your Golden Years More Golden," *Nevada Senior Magazine*, Las Vegas, NV, May 2008.

### **Honors, Awards & Grants**

- "Top Reverse Mortgage Financial Planning Stories of 2015", #3 most read reverse mortgage financial planning article of 2015, *Reverse Mortgage Daily*, December 2015.
- Northwest Wisconsin Workforce Investment Board Grant (\$30,000),  
*Northwest Wisconsin Skills Gap Report*. University of Wisconsin-Superior, 2015
- Max H. Lavine Award for Contemporary Research, University of Wisconsin-Superior, 2014.
- Faculty Development Grant, University of Wisconsin-Superior, 2013.
- University of Northern Colorado Teaching Excellence Award, 1993.
- College of Business Professor of the Year, University of Northern Colorado, 1992.
- Finance Department Professor of the Year, University of Northern Colorado, 1992.
- Beta Gamma Sigma National Honor Society, 1990.

### **Professional Association Participation and Service**

- Expert Spokesperson for American Advisors Group, 2015 - 2017.
- Member, U.S. Track & Field and Cross Country Coaches Association, 2013-present.
- Member, Western Finance Association, 2012-2015.
- Member, Academy of Financial Services, 2010-2015.
- Member, Financial Management Association, 1983-1998, 2009-present.
- Member, Midwest Finance Association, 1992-1994.
- Member, Eastern Finance Association, 1992-1994, 2018-present.
- Textbook Reviewer, *Financial Institutions Management: A Modern Perspective*, Anthony Saunders, 1993.
- Ad Hoc Reviewer, *Financial Practice and Education*, 1991
- Ad Hoc Reviewer, *Journal of Pension Economics and Finance*, 2014-2016

## **College and University Service**

Chair, Business Administration Assistant Dean Search and Screen Committee, Maryville University, 2019.

Member, Faculty Enrichment Committee, Simon School of Business, Maryville University, 2018.

Member, Diversity and Inclusion Group, Maryville University, 2018.

Chair, Business Administration Faculty Search and Screen Committee, Maryville University, 2018-2019.

Member, Accounting Faculty Search and Screen Committee, Maryville University, 2018.

Advisor, Financial Management Association Student Chapter, Maryville University, 2015-2020.

Member, Institutional Review Board, Maryville University, 2016-2020.

Member, Core Curriculum Committee, Maryville University, 2015-2016.

Member, Simon School of Business, Curriculum Advisory Committee, Maryville University, 2015.

Researcher, Regional Economic Indicator Forum, University of Wisconsin-Superior, 2013-2015.

Member, Personnel Committee, Department of Business and Economics, University of Wisconsin-Superior, 2014-2015.

Member, Athletic Committee, University of Wisconsin-Superior, 2012-2015.

Assistant Track Coach, University of Wisconsin-Superior, 2011-2015.

Member, Credit and Reinstatement Committee, University of Wisconsin-Superior, 2011-2012.

Presenter, Series of Financial Literacy Seminars to Student Support Services, University of Wisconsin-Superior, 2011.

Presenter, Series of Financial Literacy Seminars to Upward Bound Students, 2011.

Coordinator, University of Wisconsin System Business Alliance Online Program, University of Wisconsin-Superior, 2011-2015.

Chair, Accounting Faculty Search and Screen, University of Wisconsin-Superior, 2011-2014.

Member, Curriculum Committee, Department of Business and Economics, University of Wisconsin-Superior, 2011-2015.

Faculty Advisor, Financial Management Association Student Chapter, University of Wisconsin-Superior, 2010-2015.

Member, University Teaching Excellence Awards Committee, University of Northern Colorado, 1994.

Vice-Chair, Parking Advisory Committee, University of Northern Colorado, 1993-1996.

Member, Elections Committee, University of Northern Colorado, 1993-1996.

Member, Academic Policies Committee, University of Northern Colorado, 1993-1996.

Member, Faculty Senate, University of Northern Colorado, 1993-1996.

Member, Decision Support Center Task Force, College of Business Administration, University of Northern Colorado, 1991-1996.

Member, Outstanding Senior Selection Committee, College of Business Administration, University of Wisconsin-Eau Claire, 1989-1990.

Member, College of Business Administration Student Awards Committee, College of Business Administration, University of Wisconsin-Eau Claire, 1989-1990.

Faculty Advisor, FMA Investment Board, College of Business Administration, University of Wisconsin-Eau Claire, 1989-1990.

Member, FMA Scholarship Committee, College of Business Administration, University of Wisconsin-Eau Claire, 1987-1990.