



Biography

William K Skaer Jr

Bill was recently promoted to Senior Vice President – Investments, Merrill Lynch Wealth Management. In record time, Bill grew his assets under management to well over \$200 million and now personally generates close to \$2 million in revenues each year. He has been described by the Regional Director as the “poster child” of the Financial Advisor workforce at Merrill Lynch. “He’s on all the right lists,” and was ranked in the top 2% for client satisfaction, retention, performance and growth. In the process, he has won a wide variety of company performance awards for doing it the right way.

The son of an Air Force general, Bill learned the value of discipline and hard work at an

early age. Graduating from Bethesda-Chevy Chase High School, Bethesda, MD in 1959, Bill followed his dad’s footsteps into the military as an Airman Basic at age 17. Working his way up through the ranks, he earned his baccalaureate degree from the Air Force Academy in 1964, and served twenty additional years commanding units up to 1,000 troops in size. He learned his prospecting skills as an intelligence officer where he became adept at gathering, analyzing, and reporting key information about friend and foe. As a Vietnam Veteran, he was decorated numerous times for his combat duty.

After retiring from the Air Force in 1984, Bill played Mr. Mom for a year to his 9-month old daughter and other three children. He quickly decided that it was a lot easier to fight a war than try to maintain a household and raise children full time. Using his military experience and contacts to best advantage, he joined the legions of “Beltway Bandits” who made their living contracting their services back to the Department of Defense at a nice premium. His regional contracting office was in San Antonio where he worked for seven years.

In 1991, Bill moved to Dallas with his Lieutenant Colonel wife, Marcia, who was assigned as the Support Group Commander at Carswell AFB. After getting tired of playing golf, raising children, cleaning the pool, and being a “kept” man, he decided to find work in the investment business and put his two Master Degrees to work. Consolidating his disparate accounts at Fidelity, Schwab, Dreyfus, and Smith Barney with his new employer, Merrill Lynch, he joined our firm as a Financial Advisor in 1992.