

ROBERT T. CANNON

Email: rcannon@admin.umass.edu

Telephone:508.364.4748

July 2020

PROFESSIONAL EXPERIENCE

ACADEMIC

University of Massachusetts Isenberg School of Management

- Adjunct Professor- Teach MBA 783 (Business Law) live, online, hybrid and flipped class model.
- Developed unique course of video interactions for students based on team dynamics and progressive learning advising a real client through several stages of legal issues facing a start up company.
- Expert in use of Blackboard and development of online courses.
- Ranked by students as most effective professor in their online MBA career
- Innovation Fellow

Suffolk Sawyer School of Management

- Teach graduate and undergraduate courses in Family Business, Business Law, Ethics, Management/Entrepreneurial Business Start Ups. Teaching includes live, hybrid and online courses.
- Skilled in interactions with undergraduate and graduate students.

ENTREPRENEURIAL

Our Data Revolution

- Executive Vice President and Chief Legal Officer
- Executive Team member responsible for startup of privacy centric company developing encrypted and blockchained private data vaults for individuals including private social media, secured communication, data sharing with credentialled fiduciaries, user identity verification and expanding to consumer monetization of digital assets.

Graybord

- CEO, Founder and architect system designer
- Developed and patented Graybord technology (www.graybord.com) which enhances ability of professors teaching discussion centric online courses and enhances frequency as well as quality of professor-student interactions.

InnoGro, Inc.

- Founder and principal of company incubating earliest stage start-up companies. Current portfolio includes Graybord, LLC. and Salesbord, LLC. Act as general counsel for each with experience in Intellectual Property procurement and management.

EquaDocs LLC

- Founder and President
- Startup company that developed SmartClosings™ web based system for residential and commercial real estate transactions.
- Developed architecture and initial code for system initially utilizing ASP and migrating to .NET protocol.

Equitas Marketing LLC

- Founder and Co-Owner.
- Developed marketing company with unique “Seminar at Home” direct marketing video program branded for community banks and credit unions.
- Built reverse mortgage portfolio for multiple lenders resulting in 300% average increase in market share.

FINANCIAL

Next Generation Financial Services-First Mariner Bank

- Chief Executive Officer for national reverse mortgage lender in turn-around situation.
- Developed full business plan for national expansion including additional lines.
- Developed Performance Improvement Program for field force.
- Updated all contracts for sales office and independent field officers.
- Re-engineered loan processing group resulting in 25% transaction increase.

LEGAL

Centium Consulting

- General Counsel to growth oriented consulting group specializing in Oracle solutions and placement of consultants across the nation

South Coastal Counties Legal Services (formerly Cape and Islands Legal Services)

- President and Chair of Board of Directors of Cape and Island Legal Services and Board Member.
- Guided organization through successful merger with larger legal services organization.
- Acted as lead negotiator with both state agencies and target association.

Equitas LLC, Attorneys at Law

- Founder and Principal.
- Virtual law practice focused on advising community lenders and seniors obtaining reverse mortgages.
- Represented numerous financial institutions in reverse mortgage closings emphasizing HECM and RESPA compliance.
- Grew from start up to closing thousands of reverse mortgages nationwide utilizing a self-developed web based virtual law firm model.

Furman, Cannon PC, Attorneys at Law

- Founder and Principal Attorney.
- Solo practice that grew to twelve lawyers, thirty employees and three offices.
- Practiced in diverse areas including:
- Adversarial actions, negotiation and mediation activities for individuals and organizations.
- Representative work included:
- Commercial/contractual business issues including lease development and disputes.
- Real estate financing litigation emphasizing regulatory issues for banks, credit unions and federal regulatory agencies including extensive work focusing on FIRREA.
- Commercial and residential financing agreements, contracts and mortgages for financial institutions and commercial real estate companies.
- Affordable housing litigation, zoning and town/state regulatory disputes including Chapter 40B.
- Successful employee class actions for violation of tipping laws resulting in multi-million dollar findings in favor of clients.

Plymouth County District Attorneys Office

- Special Assistant District Attorney.
- Conducted jury of six trials in District Court focusing on OUI prosecutions.

EDUCATION

- Suffolk University, Sawyer School of Management, M.B.A.
- New England School of Law, J.D.
- University of Massachusetts, Amherst, B.A.

BAR ADMISSIONS

- Massachusetts
- U.S. District Court, Massachusetts.

- United States Supreme Court
- U.S. Court of Appeals, Third Circuit

PEER REVIEWED PUBLICATIONS

- Keeping Grandma Off The Street-Can HECM Reverse Mortgages Keep More Seniors From Becoming Homeless, Published in Journal of National Academy of Elder Law Attorneys (Peer reviewed)
- Current research in the area of the intersection of business law and artificial intelligence including examination of whether corporate Constitutional rights will be applicable to Artificial Intelligence entities and the ethical constraints of artificial intelligence.

OTHER CURRENT AND PREVIOUS EXPERIENCE

Town of Granby

- Former Member of Finance Committee.

Massachusetts Bar Association

- Small Firm Management Section Council, Member and twice Chair.
- Foreclosure Reform Task Force, Chair and main author of legislation to implement mandatory mediation of residential foreclosures in Commonwealth of Massachusetts.
- House of Delegates, Member.
- Budget and Finance Committee, Member.
- Executive Management Board, Member.
- Judicial Evaluation Task Force, Member.
- Auditor Search Committee, Member.
- Policy and Governance Committee, Member.
- Dues Restructuring Committee, Member.
- Moot Court Program, Judge.
- Web Site Advisory Committee, Member.
- Property Law Committee, Member.

Massachusetts Board of Bar Overseers

- Member and Chair of Regional Hearing Committees.

Suffolk University

- Member, Board of Directors of Geraldine Lavin Breast Cancer Scholarship Fund.

Barnstable County Bar Association

- President.
- Member of Executive Committee.
- Chair, Seminar Committee.
- Founder and Mentoring Attorney, Colleagues Program.
- Alternative Dispute Resolution Committee and Conciliator for Superior and District Court.

Commonwealth of Massachusetts

- Massachusetts Superior Court, Eligible as Court Appointed Master.
- National Speaker and Lecturer on Reverse Mortgages and related legal issues concerning elder care and estate planning.
- Speaker and Lecturer on Internet technology related to law practice management.
- Extensive trial, litigation and arbitration experience of both garden variety and complex matters including representation of federal financial regulatory agencies; financial institutions; representation in complex civil, class action and business cases in many courts as well as advocacy for Chapter 40B appeals before the Massachusetts Housing Appeals Committee.
- Certified mediator and arbitrator.
- Managed 13 acre family farm and have restored two antique homes circa 1757, 1680 and a 1941 stone hunting lodge.
- Currently restoring 1900 Victorian.