



## The Blaine Group, Inc.

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### **GARY L. POLK, SR.**

#### **BIOGRAPHY**

**Author of *Why Black and Brown Entrepreneurs Fail (to Win)*, \$14.99 softcover, \$9.99 ebook**

Los Angeles, CA...As a Black businessman, CEO, business consultant, university professor and author, Polk is passionate about entrepreneurs...and why they succeed or fail.

His initial book, *Why Entrepreneurs Fail (to Win)*, is widely used as a textbook in college entrepreneurship programs.

*Why Black and Brown Entrepreneurs Fail (to Win)*, publishing December 1, 2020, is intended for entrepreneurs and those who want to be.

Active in numerous organizations, Gary was selected by the Network for Teaching Entrepreneurships (NFTE) as their 2020 National Individual Volunteer of the Year.

He's also a proponent of social entrepreneurships and will launch the Polk Institute Foundation <https://polk-ise.com> on January 15, 2021.

Focused on the triple bottom line, "People, Planet, Profit," Gary believes they align to drive success for everyone involved.

Professionally, once upon a time, Gary served as a banker, friends called him "Mr. B of A." Starting as a teller, upon graduation from LMU, Gary went on to spend 10 years at the old Bank

of America. His positions ranged from teller to Branch Manager to Area Credit Administration and Marketing Coordinator. After banking, Gary spent 14 years in insurance sales and district management.

Starting at CSU, Northridge, Gary has taught as an Adjunct Professor since 1991, and at CSU, Dominguez Hills since 2003. 2020 marks his 29th year as an Adjunct Professor & 17th year at CSUDH as a Lecturer and Adjunct Professor of Business Management, Ethics, & Entrepreneurship. Ethics is his recent area of scholarly research.

In between CSUN and DH, he has also taught at Cerritos College, Santa Monica College and DeVry University. He also worked as a corporate trainer while at Allstate and Farmers Insurance companies

Educationally, Gary earned his Master of Science in Administration (MS) at CSUDH. He earned his Bachelor of Business Administration degree from Loyola Marymount University, L.A. Gary spent his first two years at Azusa Pacific University and played JV basketball for the legendary small college coach Cliff Hamlow at Azusa Pacific.

Personally, Gary has five grandkids, three adult kids, two dogs, and is married to his second wife, Claudine Pacheco Polk. He resides in the South Bay of Los Angeles County. His hobbies include reading both nonfiction and novels. In 1995, he founded a co-ed book club that still thrives today. Historical fiction is his favorite genre. *The Traveler's Gift* by Andy Andrews is one of his all-time favorites. Also, *The Magic Strings of Frankie Presto* was an amazing read, he says.

Finally, Gary is a true Los Angeles sports fanatic, not just a fan! He LOVES the Lakers, the Dodgers, USC Football, and UCLA Basketball, and Rams.

Learn more at <https://polk-ise.com>.