

Client Testimonials

Delivering Improbable Outcomes For Well Managed Clients Since 1994

California Client

Minerals Refinery Group

"I didn't know Patrick Earles before he came to work for us on our project. The guy is amazing. He saved us millions of dollars dismantling the levers of control a Fortune 100 supplier exercised for a decade. I found Patrick to be so effective in his work, he is a "bulldog" in contract negotiations with vendors, reducing overhead costs. He masterfully delivered an off balance sheet financial transaction giving us us a path forward to major improvements. Our covenants with JP Morgan Chase only allowed us access to our capital for revenue enhancement projects.

What was very important to me, was his total honesty and work ethic. I couldn't have been more pleased. I didn't think it was possible for him to save us the money he said he could, however, he exceeded that by far."

Arzell Hale Director, Searles Valley Minerals
13200 Main Street Trona, CA 93562
(760) 372-2139 hale@svminerals.com

Florida Client

Professional Employer Organization Growth Strategy, Public Relations & Brand Engagement

"PMI hired Patrick Earles to facilitate relocation, rebranding and repositioning our company. We were a family run partnership and not inclined to outsource a high-priced creative advisor. But our year long engagement was a big success. He challenged out belief system and culture with a campaign of growth setting lofty targets. His campaign pledge was to deliver by a brand makeover and creative messaging on par with national staffing companies like Administaff.

PMI was well served and ended up being acquired by a larger PEO in Brandeton, Florida. Patrick remains a close friend, confident to me and my commercial real estate development company. If you need an advisor who performs to expectations he is one of those rare individuals with a broad set of skills and the will to win."

Kenneth Wright, Quality Control Director
Formerly With PMI Employee Leasing, Ft. Walton Beach, FL
850.582.6442 Mobile / SMS

Louisiana Client

Merger & Acquisition Strategy Community Financial Institutions

In 1997, I engaged Patrick to prepare us for growth and expansion and leaned on him as if he was a full time executive. In 2002, he persuaded me to let him lead the public relations campaign to undertake the shareholder ballot process for me and our board with a NCUA approved merger. I had previously planned to allow Postlethwaite & Netterville CPA to manage that process. He interfaced with ours and the P&N team managing the campaign from start to finish with exceptional creative leadership. His agency team created a brilliantly styled, visible direct mail shareholder ballot with a tear off reply card that along with supporting in branch collateral elevated voter participation levels.

Despite significant opposition due to concerns among employees of the institution we were acquiring, we still had 65% of the shareholders approve of the merger. If we had not embraced Patrick's ultra convenient Dive In & Cast Your Vote campaign, we may have failed in our efforts and wasted substantial capital.

Ken Bordelon, Consumer Advisory Council Federal Reserve Bank Dallas
Former CEO, E Federal Credit Union

IP Trademark Attorney

Kean Miller Law Firm
www.keanmiller.com

In 2014, I reached out to Patrick to ask him to provide expertise to one of our startup clients. I have been his counsel since 1998, and did not have any active representation with him. I wanted our client to benefit from his rare creative abilities and leadership. Our client engaged his firm directly and he and his team did a phenomenal job preparing our client to go to market as subject matter expert.

They delivered the following in a very short timeline: exceptional vision, leadership, growth strategy, licensing, world class corporate identity, brand redevelopment, product branding and packaging, product prototypes, pricing, creative messaging, marketing collateral, 100 page business plan, web development, financial proformas, valuations, structure, governance, etc. He brought trademark registration recommendations in support of my role as the startup client's attorney that were spot on, along with guidance to access to the capital markets.

Because of the exceptionalism and ethics of Patrick Earles, I highly recommend his firm to established companies, and entrepreneurs as well. He puts the interests of his clients above his own as a business practice that has not changed since we first met. As an advisor, he helped our firm substantially solve operational inefficiencies, lowered our cost of doing business in 2005 / 2006, making us much more accessible to our clients.

Sonny Chastain, Baton Rouge, LA
Intellectual Property Attorney 225.389.3706

California Client

Capital Strategy, Contract Negotiations

"We hired Unrivaled Advisors in July 1995 to provide long term planning for branch communications and for our expanded call center. Patrick Earles is a uniquely gifted professional, a strong negotiator who knows how to simplify complex challenges.

In addition to formulating a plan to decrease our annual budget, his skill in negotiating a large Siemens contract enabled us to modernize our technology infrastructure. He reduced our "best & last offer" from Siemens on \$560,000 of approved capital costs by \$190,000. I highly recommend his firm."

Diane Pinson, Former VP / Communications Committee Director
Kern Schools Federal Credit Union, Bakersfield, California

Colorado Client

Quantum-Resistant Cybersecurity Enterprise Privacy Platform - www.eclypses.com

In 2014, we executed an engagement with Patrick to rebrand our startup company and prepare us for a global sales strategy. Patrick's creative energy changed our mindset, delivered a kickass makeover and growth strategy with campaign messaging and literature focused on secure banking, commerce and collaboration. The campaign ignited my sales team and Patrick hosted a twice daily team huddle for 90 days to align our focus to the new marketing and sales campaign. The meetings were flawless, always on time, never went long and were effective in helping our sales team elevate our brand, and fuel our revenue growth.

He prepared us very well for CES Las Vegas 2018 and 2019 with a new campaign of corporate literature both years which positioned us to showcase our autonomous vehicle platform with exceptional success. Patrick is a creative genius and visionary who always raises the bar and performs beyond expectations.

In 2012, he delivered outstanding value for Ramquest, Plano, TX where I was part of the executive leadership.

Kent Nies, Ft. Worth, TX

Former Chief Business Development Officer, Eclypses 214.403.8172 Mobile SMS

National Client

Johnson Controls, Inc.

Financial Strategy, Economic Modeling & Facility Management

"We outsourced critical responsibilities to Patrick Earles hoping to find value in working with his company. We began with several Mississippi clients and his fiscal expertise changed the economics of every project he supported. His leadership and guidance changed the economic viability of marginal projects moving JCI's typical simple payback period from seven years to less than three.

JCI is a global leader and he delivered major financial impact with unexpected substantial gains for a half dozen clients that validated our performance contracting and positioned my team for success within these organizations:

- (1) Methodist Healthcare - Memphis, TN, (2) Rush Foundation Hospital - Meridian, MS
- (3) Rankin County Government - Brandon, MS, (4) Adams County Government - Natchez, MS
- (5) Hinds Community College - Raymond, MS, (6) University Medical, Lafayette, LA

Jimmy Kaiser, Executive Leader Baton Rouge

Formerly National Sales Director Johnson Controls, Inc. 225.603.8956 Mobile SMS

Louisiana Client

Venture Capital Firm
Business Leader & Mentor

"Patrick Earles and I became acquainted after he launched The Venture Foundry, taking Yellow Jacket, LLC to market in January 2013. Yellow Jacket one of Louisiana's most compelling startup ventures was under the guidance of our LSU Business Incubation center for more than a year. Yet, the young cofounders were unable to obtain capital for their launch. He is what I call a sharpshooter and closed their \$2,000,000 Series A round in three weeks after completing their valuations, governance and business plan."

Terrell Brown

Investor / LSU Venture Fund Creator - Baton Rouge, Louisiana

225.279.0842 Mobile SMS

Louisiana Client

Venture Capital Firm Strategy, Guidance & Contract Negotiations

"Our firm looked for guidance from Patrick Earles on two important business transactions. The first was to review the terms of a five-year contract I was preparing to execute. He revised our plan, championed this new project as our advisor and enabled us to reduce our capital costs by \$200,000.

We then engaged him on evaluating an acquisition strategy to consolidate small technology companies which he successfully delivered an effective capital strategy with guidance to our executive team. Patrick is a sharp analyst and negotiator that I highly recommend."

Paul McCown, Chief Financial Officer
Source Capital, Baton Rouge, Louisiana

Hawaii Client

Venture Development Law Firm

“The purpose of this letter is to say how much we at our law firm have enjoyed our work with Patrick Earles as we have pursued opportunities in real estate, information technology, and in renewable energy.

I fully expect that we will continue our work with him here in Hawaii and in Asia with Mr. Hirayama’s partners in Japan for the introduction of new technology there as well as here in Hawaii too. We consider you a strategic business advisor with guidance on how to best approach new opportunities in real estate, energy and technology.”

Mr. Shin Murayama, Hawaiian Law Firm
55 Merchant St # 3100, Honolulu, HI 96813-4336
(808) 688-8558 Mobile

Louisiana Client

Capital Strategy, Contract Negotiations

"I have received a number of responses to my requests for references on Patrick Earles and his company (Unrivaled Advisors). All are favorable and we need to engage him professionally to manage this project for the firm. Patrick will champion this project from start to finish, affording us the freedom to focus on the firms business. His role as an outsourced advisor limits the drain of the firms resources.

Jim Chenevert, Formerly Executive Director

Kean, Miller, Hawthorne, D'Armond, McCowan & Jarman, L.L.P.

Baton Rouge ▪ New Orleans ▪ Shreveport ▪ Lake Charles ▪ Lafayette ▪ Houston ▪ The Woodlands

www.keanmiller.com

225.921.4104 Mobile SMS

Washington Client

Business Leader & Ski Resort Owner
Strategy, Guidance & Shareholder Negotiations

"We hired Patrick Earles in June 2012 to lend expertise to our ski business partnership. We needed to secure bank financing to expand facilities and to recapitalize our company. He delivered the most compelling visually stimulating business plan with substantiative data to support our growth.

Our banker at Washington Mutual stated that their loan committee team had never seen a better presentation from a borrower. Under his leadership, we closed on our bank loan and he led our shareholder meeting and capital call in August 2012 with \$870,000 of new working capital for Bluewood's 2013 season . I highly recommend Patrick as a creative advisor to any company or partnership that needs expertise to navigate complex challenges."

Mike Stephenson, Owner / Investor
ProAg & Bluewood Ski Resort - Kennewick, Washington
509.539.3517 Mobile SMS

California Client

Capital Strategy, Guidance & Contract Negotiations

"We made a significant change in our communications strategy in 1994. Instead of allowing GTE and AT&T to guide our long term planning, we entrusted this responsibility to Unrivaled Advisors. Patrick Earles crafted a very broad plan for a major facilities upgrade, with a disaster recovery framework paid for out of existing operations cost within 36 months. His holistic approach to strategic planning and management has been a real asset to our board, executives, accounting and technology team.

Our data network speed has increased by 400%, our member service center efficiency increased from 55% to 90% even though our call volume increased by 150%. We reduced our annual communications spending by \$10,000 per month, from a previous monthly baseline of \$22,000. Unrivaled empowered our accounting team with a streamlined procurement and payables process. Our use of technology has improved due to his transfer of knowledge and management skills."

Jim Storm, Chief Information Officer
AltaOne FCU, Ridgecrest, California
707.502.1160 Mobile SMS

California Colleague

Capital Strategy, Guidance & Contract Negotiations

"Technology and communications services are commodities. The real value in the business community is with service oriented companies who possess the vision, leadership and experience to know the right application, best use of technology that delivers maximum return on capital. We have worked on several complex communications projects with Patrick Earles and each time the projects were implemented with great success.

This guy cuts through the nonsense, rises above the fray with results that go straight to the business bottom line. His ability to persuade executives that his fiscal approach is a better source for enterprise expense and risk management is masterful."

Don Wisdom, Chief Executive Officer

Datalink Networks, Los Angeles, California 661.313.3809 Mobile SMS

Board Level Exec

Strategy, Guidance & Contract Negotiations

"I have worked with many successful sales executives since the break up of the AT&T monopoly in 1984. I hired Patrick Earles in June 1987 and have yet to meet, or work side by side with anyone who is superior with ability to sell on the street as successfully as Patrick. My career has enable me to work with mature sales executives in Washington D.C., Charlotte, Los Angeles, Atlanta, New Orleans and Dallas. He is one of the best I've known at developing new clients, and taking market share from large incumbents. You can go to war with him because he is a man of absolute integrity."

Ben Graves Executive Vice President

Comtel TMC ▪ Expedius Communications ▪ Radians

Louisiana Client

Merger & Acquisition Strategy, Brand Engagement & Messaging

The purpose of this letter is to provide you with a reference letter and to say how much value you have provided to me as a creative director. The merger strategy and shareholder ballot you designed for E Federal Credit Union was masterful and instrumental in our success in the acquisition of Exco Federal Credit Union. Your ballot design was very effective in showcasing the value of the merger proposed, our commitment to excellence, growth and retention of Exco employees. Given the opposition among Exco employees, it proved to be a much better strategy for augmenting shareholder voting than that planned by Postlethwaite & Netterville CPA.

In the six years that you served as our creative agency, we leaned hard on you and you never once missed an expectation or deadline.”

Dayna Gremillion Exxon Federal Credit Union
Baton Rouge, LA 225.955.0586 Mobile SMS

Louisiana Client

Keypoint Federal Credit Union
www.neighborsfcu.org

In January 2005, we Patrick to ask him to provide his creative expertise to launch a media campaign to announce we had completed expanding from one to five branches in Baton Rouge. He promised to deliver a campaign on par with the likes of Capital One Bank.

As our senior management gathered to preview the campaign media, I told our team we have to make sure our internal operations and delivery systems are ready because I was certain we were poised to rock the Baton Rouge banking market.

I highly recommend his firm as he authored the entire campaign as the agency director. He and his team did a phenomenal job and delivered on expectations despite a very short window of delivery. They produced outstanding media for TV, Radio, Brochures and our 2005 Membership Guide.

Ray Smith, CEO, Baton Rouge, LA
Keypoint Federal Credit Union 225.214.9405

Louisiana Client

Merger & Acquisition Strategy, Brand Engagement & Messaging

The work that you delivered for the Keypoint Federal Credit Union marketing campaign was phenomenal as well. When Keypoint engaged you, you advised our senior management that you would deliver a marketing campaign on par with the best financial institutions in the USA. And you delivered on that promise as the author of the “How Much Ownership Do You Have In Your Bank” campaign. You developed the creative strategy for our expansion from beginning to end; images, slogans and narratives for the print, TV and radio campaign. The television campaign for broadcast media exceeded our expectations.

I consider you to be trustworthy, insightful, considerate and extremely reliable and would highly recommend you to anyone looking to enhance their brand, or improve their perception in the marketplace.”

Dayna Gremillion Keypoint Federal Credit Union
Baton Rouge, LA 225.955.0586 Mobile SMS

Louisiana Client

Louisiana Technology Leader
Former State of Louisiana CIO

Technology Strategy, Economic Modeling & Infrastructure Systems

The purpose of this letter is to provide a letter of recommendation for the financial insight and expertise Patrick Earles, Unrivaled Advisors provided to me under a professional service contract with the Office of Group Benefits. His feasibility study showed OGB clearly could financially justify leasing \$800,000.00 of technology improvements in our agency and still achieve in excess of \$41,000.00 per month in net improved cash flow after five year leasing and warranty expenses were incurred.

If we had chosen to make the investment from our capital improvement budget, as opposed to leasing, the simple payback period on the project would twenty (20) months. Patrick's expertise is of great value to executives struggling to bridge the gap between financial and technical know how. These are important factors of consideration for long-term strategy and business decision making. I am pleased to endorse Unrivaled Advisors as a leading edge firm. I vouch for the financial discovery and opportunity they detailed for my organization.

Rizwan Ahmed, LA Department Of Natural Resources
Formerly Louisiana's Chief Information Officer 225.326.0741 Mobile SMS

Louisiana Client

Louisiana Technology Leader Political Engagement Platform - www.votervoice.net

In 1999, Earles was a founding board member of a family advocacy group that lobbied at the state capital on behalf of Louisiana families. He brought our startup company into a relationship with a non-profit advocacy network that gave us a national footprint overnight. He invested significant time in our launch on a pro-bono basis all because he was passionate about our vision.

Later, I joined a high tech firm as an executive. After a lengthy bidding process managed by Earles, we were selected by a large law firm to migrate 500+ employees to new network technology systems. Earles chaired an all day planning session between vendors and the executive committee members of the law firm mostly of seasoned attorneys. I observed his diplomacy skill in guiding the day long conference in front a whiteboard. I told him his persuasive skill and leadership was magical, that he was a dangerous man. He is man of impeccable integrity who is relentless in his work, the consummate leader who can take over a room but never in a self-serving manner.

I wholeheartedly endorse Earles for anyone needing expertise for a new project, startup or campaign.

Scott Gemmell

Louisiana Entrepreneur & Business Executive 225.302.0701 Mobile SMS

California Client

Capital Strategy, Contract Negotiations

"In 1994, we brought Patrick Earles in for an initial audit that resulted in \$13,000 in IRS refunds, \$25,000 in utility company refunds, and numerous other benefits in our day to day operations. We conducted our own internal audit 90 days prior to contracting with him.

From his audit, we discovered that we paid a vendor \$75,000 for services to a Mojave, CA branch office that was closed four years earlier. Management had some concerns about outsourcing, but we found working with Patrick Earles during the three year period to be easy and economically beneficial. It also proved that we needed an objective look from a third party to keep the our vendors honest, to optimize our facilities and use of operating capital."

Bruce Wertenberger, Former Board Chairman
AltaOne FCU, Ridgecrest, California