

# Michael McCafferty

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Advisor to Entrepreneurs, Serial Entrepreneur, software inventor, aviator/adventurer...

## Employment History:

- 1964 – 1967 IBM Corporation, Hagerstown MD**  
Sales rep, systems engineer, numerous awards for sales excellence, Including 100% club.
- 1967 – 1974 Eastern Data Processing, Philadelphia PA**  
Founder, CEO of this Payroll processing service that I started from scratch as the subsidiary of Amex-listed parent Technitrol, Inc.
- 1974 – 1977 Robert F. White and Company, Chicago IL**  
Executive VP, Operations of this large payroll service
- 1978 – 1980 West Coast Imports, San Diego CA**  
Salesman, new and used automobiles
- 1980 – 1983 Consumers' Computer Corporation of America, San Diego CA**  
Inventor, founder, CEO of this startup company that was the world's first electronic yellow pages, using automated voice response to consumers' 24/7 inquiries via touch-tone telephone. This service predated the World Wide Web by more than 10 years.
- 1983 – 1985 Michael McCafferty and Associates, Del Mar CA**  
Founder, one-man consulting company specializing in computers and software integration.
- 1985 – 1992 Remote Control International, Carlsbad CA**  
Inventor of the first CRM product for PCs (TeleMagic). Owner, CEO of this software company, sold to Sage Group, Newcastle-Upon-Tyne, England, in October 1992, Achieved Inc. 500 (the 500 fastest growing privately held companies in the USA) in 1990 and 1991. Finalist in 1992 E&Y Entrepreneur of the Year.

- 1992 – 2000 AirMikie International, Del Mar CA**  
Vintage open cockpit biplane adventures throughout USA and Europe.  
Wrote a book about the European adventures. On Amazon.com [here](#).  
See [MichaelMcCafferty.com/adventures](http://MichaelMcCafferty.com/adventures)
- 2000 – 2006 Landmark National Bank, Solana Beach, CA**  
Founder and Board Member, community bank startup.
- 2000 – Pres Double M Systems, Del Mar, CA**  
Advisor to entrepreneurs in San Diego area. See [ArtSciBiz.com](http://ArtSciBiz.com)  
Wrote a book for entrepreneurs. On Amazon.com [here](#).
- 2004 – 2010 Billiards competitor**  
Highly ranked amateur. Won many tournaments, several undefeated.  
See [FastMikie.com](http://FastMikie.com)

**Education:**

**High School: 1956 – 1960 LaSalle College High School, Philadelphia PA**  
**College: 1960 – 1964 Mt. St. Mary's University, Emmitsburg, MD**  
(BS, Accounting & Economics)

**Military Service:**

**1965 – 1970 West Virginia Air National Guard, Martinsburg, WV**  
**1970 – 1971 Pennsylvania Air National Guard, Willow Grove, PA**

**Interests:** Writing, yoga, vegetarian cuisine, freestyle Frisbee, billiards, exotic cars

Considerable additional Information: See [MichaelMcCafferty.com](http://MichaelMcCafferty.com)