



Irv Rothman leads HP Financial Services, a wholly owned subsidiary of Hewlett-Packard Company, where he is responsible for the worldwide delivery of customized leasing, financing and financial asset management solutions that simplify customers' IT life cycle management and reduce their total cost of ownership.

Prior to joining HP, Rothman was president and chief executive officer of Compaq Financial Services Corporation (CFS). He led CFS from its founding in 1997, growing the business to more than \$3.7 billion in total assets prior to the HP and Compaq merger.

With more than 30 years in the leasing industry, Rothman held leadership positions with U.S. Leasing International and Thomson McKinnon Securities before joining AT&T in 1985. As a group president of AT&T Capital Corporation, he helped build an organization that ultimately grew to be the second largest leasing company in the country.

Rothman attended Rutgers University and earned an MBA from Pepperdine University.

All of Irv's royalties from the sales of *Out-Executing the Competition* will be donated to Room to Read, an international charitable organization dedicated to promoting children's literacy with a particular focus on undeveloped and disadvantaged countries.

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Irv Rothman

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Irv Rothman provides a set of simple, yet highly effective practices that leaders can use to successfully navigate their firms in these turbulent times. - See more at: <http://gutsball.com/about#sthash.yJOnV80z.dpuf>

- Professor of Business Administration, Harvard Business School .