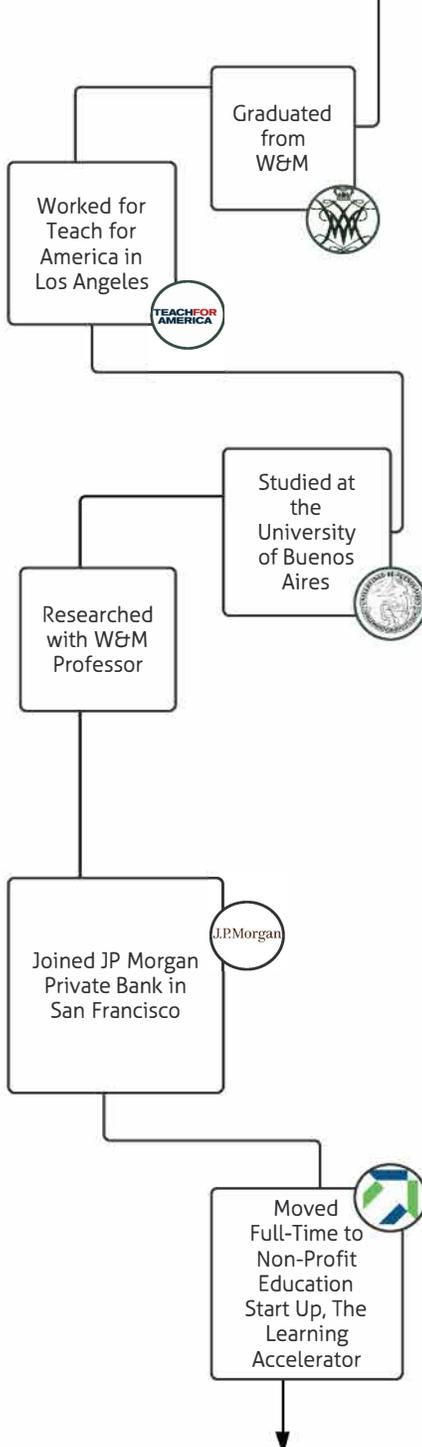




# Dan Owens

## Non-Profit Start Ups

BBA '05



In the nine years since Dan graduated from William & Mary, he has held a wide variety of roles. His diverse resume is indicative of his passion for trying new things and challenging himself.

Dan decided to study finance during his junior year. When he began talking to a number of people in the financial services industry about career options, he knew that investment banking was not the right choice for him. Unfortunately, at the time, alternate paths into different areas of finance were limited for William & Mary students. In order to remedy this, he became a founding member of the Howard J. Busbee Finance Academy. Dan and the other founding members sought to develop parallel paths for students with varying interests to find the right jobs in finance. In addition to Finance Academy, Dan served as the President of Sigma Chi, on the executive committee of the Student Alumni Council and as a leader of the Bone Marrow Drive.

After graduation, Dan began working for Teach for America in the Los Angeles public school system. When Dan finished teaching, he was granted a Rotary Scholarship to study Economics and the Romance Languages at the University of Buenos Aires. After the additional year of studies, he returned to Williamsburg to help Professor Julie Agnew finalize and publish her research.

Dan utilized the W&M alumni network to help him find his first banking job with JP Morgan in their Private Bank in San Francisco. While JP Morgan is a bulge bracket firm, in March of 2010, they were just beginning to build a presence in the area. When Dan was hired, there were only 6 employees in the office. This number would grow to 60 before Dan left. The speed of growth and the size of the office felt distinctly entrepreneurial. Dan was fortunate to be able to see both what it took to build a business quickly but also how one of the most successful firms in the world operated.

After a few years in the Private Bank, Dan began exploring job options that would allow him to exercise more creativity. Given his location, Silicon Valley start-ups were a natural place to begin his search. San Francisco was experiencing another tech boom and firms like Facebook and Twitter had been successful in generating revenue. San Francisco also has extremely cheap intellectual capital; there are free lectures all the time from thought leaders and entrepreneurs. Dan did not plan to end up back in non-profit education, but by happenstance he met one of the original team members of The Learning Accelerator. He began working for the firm part-time while they were still raising their initial funding and joined full-time in February of 2013. The Learning Accelerator is a non-profit with the goal of accelerating the implementation of high-quality blended learning in school districts across America. Within the organization, Dan is responsible for implementing a blended learning education model in a school district of 17,000 students as well as improving internal infrastructure and conducting market research.