

# TODD RYAN

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## WORK EXPERIENCE

### **JJN Solutions, LLC | Los Angeles, CA/Vienna, VA**

*Managing Director | January 2024 – Present*

- Lead growth strategy for a law firm that advises on domain name disputes, intellectual property, entertainment law, licensing, contract negotiations and brand protection.
- Guide a specialized policy consultancy that advises domain name registries, registrars, and brand owners on complex ICANN and broader Internet governance issues.
- Partner with the CEO to develop new service lines, go-to-market plans, and strategic alliances that expand JJN Solutions' client base and recurring advisory revenue.
- Advise clients on registry and registrar business models, policy compliance, and dispute-avoidance strategies that integrate legal, technical, and commercial perspectives.

### **PayNow, DAO LLC | Los Angeles, CA**

*Co-Founder & Chief Executive Officer | December 2023 – Present*

- Co-founded a payment platform focused on seamless cryptocurrency transactions made through domain names, and user-friendly interfaces for individuals and enterprises.
- Direct product vision, fundraising strategy, and platform roadmap, including tokenization initiatives, wallet activity dashboards, and integration with leading blockchain networks.
- Build and lead distributed teams of developers, designers, and compliance professionals to deliver secure, scalable, and regulatory-aware payment solutions.

### **ABC Productions | Los Angeles, CA**

*Founder, Writer, Director & Producer | January 1996 – Present*

- Founded SAG-AFTRA signatory production company dedicated to independent films, television, and digital media, overseeing development, financing, production, and distribution.
- Wrote and directed the feature film **Rappin' n Rhyming** (aka **Xchange**), distributed by York Entertainment and released in 2001.
- Produced the feature film **Las Angeles**, distributed by Maverick Entertainment and released in 2010.

- Manage end-to-end creative pipelines, from script development and casting through post-production, marketing, and licensing negotiations with distributors and platforms.

### **American Business Capital Corporation | Los Angeles, CA**

*Founder, Chief Executive Officer & Investment Advisor | January 1996 – Present*

- Founded and lead a Registered Investment Advisor focused on responsible investing in traditional and domain name assets.
- Provide holistic advisory services to high-net-worth individuals, family offices, and businesses, emphasizing risk management, regulatory compliance, and long-term capital preservation.
- Built a specialized practice in domain name assets, advising on acquisition, valuation, portfolio construction, and monetization strategies aligned with ICANN policy frameworks.
- Represent American Business Capital as an ICANN Business Constituency member and Internet Commerce Association member, contributing market insights into domain governance and policy debates.
- Maintain ABC's membership in GS1 with a Company Prefix License (Identifier 0681517, 1–100,000 UPCs) valid through 12/31/2150, enabling compliant barcode and product identification services for clients.

### **Morgan Stanley Dean Witter | New York, NY**

*Financial Advisor | August 1995 – January 1996*

- Advised retail and institutional clients on diversified investment portfolios in a high-volume, performance-driven brokerage environment.
- Coordinated with research, trading, and compliance teams to implement client strategies while maintaining rigorous suitability standards.

### **Dean Witter Reynolds Inc. | Purchase, NY**

*Financial Advisor | December 1994 – August 1995*

- Delivered investment recommendations tailored to client risk profiles and financial objectives.
- Built early expertise in capital markets, asset allocation, and investor education under strict supervisory review.

### **Prudential Securities Incorporated | New York, NY**

*Financial Advisor | August 1993 – December 1994*

- Managed a growing book of business through proactive outreach, financial planning conversations, and regular performance reviews.

- Collaborated with senior advisors on complex retirement, insurance, and tax-aware strategies.

**Smith Barney Shearson Inc. | New York, NY**

*Financial Advisor | July 1992 – August 1993*

- Provided clients with market commentary and trade recommendations across equity and fixed-income products.
- Developed strong cold-calling, prospecting, and pipeline-management skills.

**Lehman Brothers Inc. | New York, NY**

*Financial Advisor | August 1991 – July 1992*

- Supported senior producers with client servicing, portfolio reviews, and investment proposals.
- Gained exposure to institutional-grade research and capital markets transactions that continue to inform advisory work.

**Pacific Telesis Group | Los Angeles, CA**

*Sales Manager | May 1988 – August 1991*

- Led regional sales teams for a major telecommunications provider, driving revenue growth through strategic account management and consultative solution selling.
- Oversaw pipeline forecasting, training, and performance management while consistently exceeding sales targets.

**PODCASTS, MEDIA & INDUSTRY ENGAGEMENT**

- Host, **Domain Name Law Show**, weekly podcast on domain name law, disputes, and ICANN policy with Jeffrey Neuman and David Michaels (March 2021 – Present).
- Host, **DNX Show**, weekly podcast on domain name investing and digital asset strategies with Josh Reason (August 2025 – Present).
- Frequent conference speaker at NamesCon, Internet Commerce Association Annual Meeting, Domainer Expo, Dominion, HandyCon, and other domain-industry events.
- Regular commentator on the intersection of domain names, web3, and digital identity, helping investors and operators understand commercial opportunities and regulatory risk.

## **CORE COMPETENCIES**

Corporate & Investment Advisory; Domain Name Portfolio Strategy; ICANN Policy & Governance; Digital Asset & Web3 Strategy; Client Relationship Management; Regulatory & Compliance Oversight; Financial Planning & Risk Management; Business Development & Partnerships; Public Speaking & Thought Leadership; Film Producing, Writing & Directing; Post-Production & Film/Video Editing; Team Leadership & Cross-Functional Collaboration

## **EDUCATION**

### **Investment Advisor Continuing Education | 2024 – 2025**

Ongoing coursework in investment advisory regulation, ethics, and fiduciary best practices.

### **University of West Los Angeles | Los Angeles, CA**

Two years completed toward Juris Doctor (1996–1997), with coursework in business, securities, and entertainment law.

### **Indiana University | Bloomington, IN**

Bachelor of Art, Communications, 1988

## **PROFESSIONAL AND COMMUNITY INVOLVEMENT**

- Founder & CEO, American Business Capital Corporation, Registered Investment Advisor.
- ICANN Business Constituency member.
- Member, Internet Commerce Association.
- Member, FINRA.
- GS1 member through American Business Capital with perpetual Company Prefix License 0681517 (1–100,000 UPCs) valid through 12/31/2150.
- SAG-AFTRA signatory producer through ABC Productions.