**Singing Bono’s praises**

By MARY JACOBY

WASHINGTON — It’s an old partnership, the pants on players and the players on pants. But when they come to the White House, it’s a new role for U2. The band, the pope of rock and roll, has now become the president’s political advisor.

At the State Department, the band met with Secretary of State Condoleezza Rice to discuss the band’s new album, “No Line on the Horizon.” Rice praised the band’s efforts to raise awareness about the global HIV/AIDS epidemic. The band then traveled to the White House, where they met with President Obama and his wife, Michelle. Obama welcomed the band members and thanked them for their efforts.

The band’s new album, “No Line on the Horizon,” features a guest appearance by Nina Simone, who sings on the track “Get On Up.” The track was released in March and has since become a hit. The band’s previous album, “No Line on the Horizon,” was released in 2009. It reached No. 1 on the charts in the United States and topped the charts in several countries.

**Mother lode: blue jade as big as a bus**

This Rhodochrosite specimen is estimated to be worth millions of dollars. It was found in a mine in Chile and is the largest known specimen of this mineral.

**TRAVEL TRANSFORMED**

As the summer vacation season begins, many have a vastly altered attitude toward travel. So, consider traveling for its deeper meaning. So, the summer vacation season begins, many have a vastly altered attitude toward travel. So, consider traveling for its deeper meaning. So, the summer vacation season begins, many have a vastly altered attitude toward travel. So, consider traveling for its deeper meaning.
The CEO and his church

Continues from Page 1A

Digital Lightwave makes happiness

Digital Lightwave makes happiness

The CEO and his church

THE PRODUCT

Digital Lightwave makes happiness

THE CHURCH

Scimiotics, a spiritual

Scimiotics, a spiritual

THE LINKS

Ft. Worth Stockyards

Ft. Worth Stockyards

The Church of Scimiotics in Central Ohio in Columbus is the

The Church of Scimiotics in Central Ohio in Columbus is the

David Milovich

David Milovich

Greta Van Buskirk

Greta Van Buskirk

The Super Power building in

The Super Power building in

TIMES ■ SUNDAY, JUNE 2, 2002       *  *  *  *

10A TIMES ■ SUNDAY, JUNE 2, 2002       *  *  *  *

10A TIMES ■ SUNDAY, JUNE 2, 2002       *  *  *  *
A wild ride
Digital Lightwave had a remarkable run on Wall Street, surging with other tech stocks and then plummeting during the dot-com bust. The company’s inside story is one of a workplace marked by tension, infighting and the peculiar atmosphere created by the Scientologists who worked there.

**The players**

<table>
<thead>
<tr>
<th>Name</th>
<th>Role</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bryan Zwan</td>
<td>Founder, chairman, chief executive and majority owner of Chicago-based Digital Lightwave</td>
</tr>
<tr>
<td>Brian Hamby</td>
<td>CTO, founding team member, former chief scientist of Digital Lightwave</td>
</tr>
<tr>
<td>John Licciardi</td>
<td>Former chairman of Digital Lightwave</td>
</tr>
<tr>
<td>Stanley Kolen</td>
<td>Former chief operating officer of Digital Lightwave</td>
</tr>
<tr>
<td>Tony Zwan</td>
<td>Former co-founder and chief financial officer of Digital Lightwave</td>
</tr>
<tr>
<td>Mary Jane Zwan</td>
<td>Former vice president of Digital Lightwave</td>
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</table>

**Stock prices**

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<tr>
<th>Date</th>
<th>High</th>
<th>Low</th>
<th>52-week high</th>
<th>52-week low</th>
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<td>$90</td>
<td>$170</td>
<td>$10</td>
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<tr>
<td>Jan. 12</td>
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<td>Jan. 22</td>
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<tr>
<td>Feb. 8</td>
<td>$120</td>
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<td>$170</td>
<td>$10</td>
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**Digital Lightwave corporate headquarters**

<table>
<thead>
<tr>
<th>Address</th>
<th>City</th>
<th>State</th>
</tr>
</thead>
<tbody>
<tr>
<td>222 E 22nd St.</td>
<td>Chicago</td>
<td>IL</td>
</tr>
</tbody>
</table>

**Sources:**

- Times research, SEC filings
- Jeff Goertz

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**Facts**

- Digital Lightwave was founded in 1996 by Bryan Zwan and John Licciardi.
- The company went public in 1996, raising $40.8 million at $12 per share.
- In 1997, Digital Lightwave's stock peaked at $150.
- Digital Lightwave was featured on the front page of the Wall Street Journal in January 1998.
- In 1999, Digital Lightwave was named one of the Times' 50 best-performing public companies in Tampa Bay.
- In 2000, Digital Lightwave was featured in Forbes magazine's list of the 400 richest Americans.
- Bryan Zwan began cashing out large blocks of shares after Digital Lightwave went public, eventually making $400 million by the fall of 2001.
- John Licciardi, former CEO, sent a memo titled "Ending Cycle" to employees in February 2000, offering to resign for a generous severance package.
- In January 2001, Digital Lightwave moved to new headquarters near the St. Petersburg-Clearwater International Airport.
- In October 2001, Digital Lightwave filed for bankruptcy protection.
- In November 2001, Digital Lightwave's SEC settlement required the company to pay $26 million to settle allegations of accounting fraud.

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**Know Your Sales Rep.**

**Know Your Sales Rep.**

**Sales Rep.**

- **Name:** John Licciardi
- **Title:** Former chairman of Digital Lightwave
- **Education:** Undergraduate degree from the University of Illinois
- **Career:** Started at Digital Lightwave in 1996
- **Sales Team:** Digital Lightwave's sales team was led by John Licciardi.
- **Sales Strategy:** Licciardi was known for his aggressive sales tactics and his ability to close deals quickly.
- **Sales Goals:** Licciardi had set a goal of closing 20 deals within the first 90 days of the year.

**Sales Call Script**

"Hello, John here. I'm calling to follow up on our recent sales call. I wanted to schedule a meeting to discuss our product further. Let's try to meet next week, if that works for you."
The CEO and his Church

Brian Zwin, Digital Lightwave chairman, CEO and president, stands in the boardroom with president-CEO, standing in the boardroom with president-CEO, standing in the boardroom with president-CEO, standing in the boardroom with president-CEO, standing in the boardroom with president-CEO, standing in the boardroom with president-CEO, standing in the boardroom with president-CEO, standing in the boardroom with president-CEO, standing in the boardroom with president-CEO, standing in the boardroom with president-CEO, standing in the boardroom with president-CEO, standing in the boardroom with president-CEO, standing in the boardroom with president-CEO, standing in the boardroom with president-CEO, standing in the boardroom with president-CEO, standing in the boardroom with president-CEO, standing in the boardroom with president-CEO, standing in the boardroom with president-CEO, standing in the boardroom with president-CEO, standing in the boardroom with president-CEO, standing in the 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