

MISSION BANK *Performance Diamond*

APPROVAL

Once the package is collected, SBA Division would do an analysis on the project to determine feasibility, obtain buy-in from Credit, underwrite the credit and submit for proper approvals.

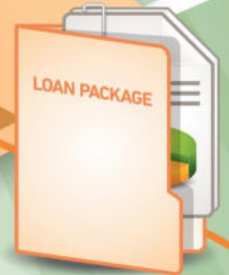


2

3

1

4



DOCUMENTATION

Upon approval, bank would issue conditional commitment letter along with list of all conditions needed to be met prior to documenting and funding the loan.

COMPLETE LOAN PACKAGE

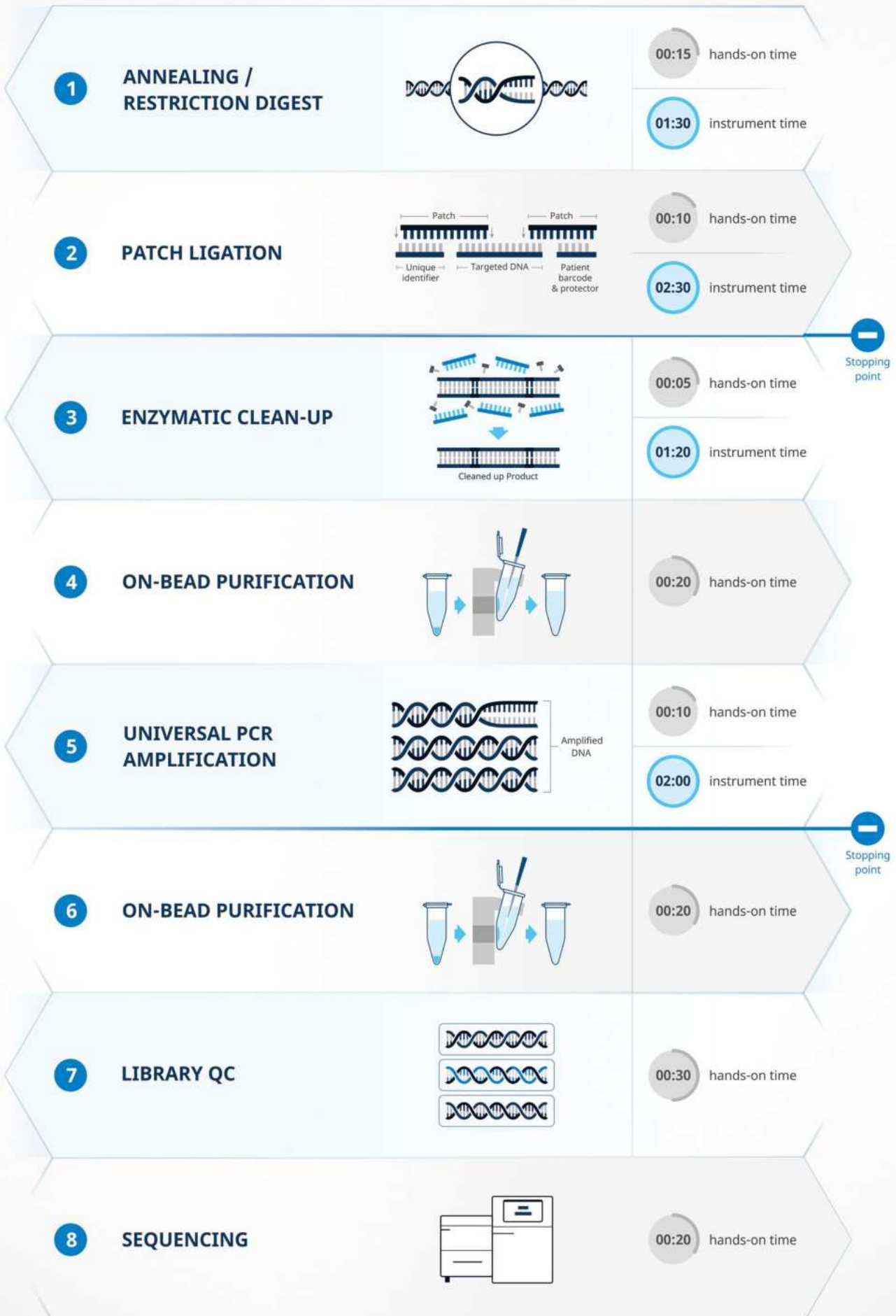
Upon discovering a potential SBA Lead, RM would inject SBA Division into the project. SBA Division would be point person from then on, and would collect a complete package.

FUNDED

Once commitment letter is signed and deposit check collected, SBA Division would work with borrower and SBA LSP to obtain all conditions listed on commitment letter and fund loan.

Target Rich Workflow

<http://www.kailossolutions.com>



WOMEN, MEN & MOBILE DATING APP. CHALLENGE ACCEPTED!

3-2-1 FACTS ABOUT HER. STOP! NOT ONLY HER.



HALF of the world population over 18 is single
It's **114 MLN** only in US



Women will meet an average of 24 men in her life before finding Mr. Right

\$4K and would spend on first dates

CHALLENGE BEGINS!!! SCORE ♡ & 😊

Number of viewed profiles

40% more likely send a message or chat after viewing a profile



$N \times$

$\times N$



Have a mutual friend in common

85% would love this



20% of guys care for this

The level of gentlemanship depends on how close the mutual friend is

Location

Feel very uncomfortable displaying her exact location

Feel very comfortable with that



7.2

Average seconds looking at photo

4.1

Messages replies stats

> 50% replies

1% replies (1 reply to 100 messages)

30% replies (if they have)

The way to know each other better

LinkedIn loves to know his work his interest his likes & dislikes

wants more photos, preferably in bikini

Number of messages to go ahead and get

100

30

Meet each other

try to get to a in a reasonable hour

"push" for "tonight" your place or mine?

SCORE



THE WAY WOMEN INTERACT MAKES MORE SENSE, WHEREAS MEN ARE A BIT MORE AGGRESSIVE AND LESS THOUGHTFUL BUT MAYBE THEY CAN REALLY WIN ONLY TOGETHER?

Dean Allen

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Extensive marketing and product knowledge coupled with creative ideas for product applications and a solid history of sales success. Proven ability to develop sales potential in new market areas. Strong analytical and planning skills, combined with the ability to coordinate the efforts of many to meet organizational goals. Productive and efficient work habits without supervision. Self-motivator with high energy and positive attitude.

PROFESSIONAL EXPERIENCE

A solid background in sales, marketing, and product experience.

Social Media, Search Engine Optimization, Pay-Per-Click Management.

Rate negotiation and contract management.

Budget management and additional supervisory and training experience.

PROVEN RESULT

Implemented regional watchlist program for struggling properties below 93% in occupancy, consisting of **140 communities, 36,386 units**.

All properties were removed from the watchlist within **30-90 days** with occupancies above **93%**.

Managed the website redesign of a property website and increased visits by **142%** organically and by referring sites.

Reduced entire portfolio **Yellow Page** annual advertising spend from **\$3.2M** to **\$2.8M** by analyzing each property's media mix and ROI.

SPECIFIC CASE STUDIES

Raised occupancy from **89%** to **95%** at a 415-unit property in **3 months** by executing innovative and cost-effective marketing programs.

Increased occupancy at a 320-unit property from **81%** to **94%** in **45 days** by implementing and executing a **well-formulated marketing plan**.

Established plans and goals for a peak client where 100% of their properties employees were trained on the online-reputation system and reached their apartment rating goal by being over **85%**.

EMPLOYMENT HISTORY

Vice President of Client Marketing
April 2014 - present
LPL Residential Group

- Manage the National Client Marketing Managers.
- Oversee the national portfolios for the peak clients, client communications, strategic marketing, and performance analysis.

Manage the National Client Marketing Managers

Owner
July 1996 - July 1999
Buckeye Accents - Columbus, Ohio

- Owned and operated specialty boutique.
- Handled all financial aspects of daily operations.

Marketing Director
April 2002 - January 2006
Redstone Residential Group - Orlando, Florida

- Developed the branding strategy and all marketing aspects for the Multifamily Division.
- Educated and presented the branding awareness internally for the Multifamily Division.

Marketing Manager
February 2000 - April 2002
Gates Residential - Miami, Florida

- Manage the outside sales initiative targeting universities, corporations, and local and national businesses and Chambers of Commerce in order to ensure ongoing residential occupancy.

Create and implement marketing plans for the property and brand.

Director of Property Marketing
April 2009 - 2014
LPL Residential Group - Miami, Florida

- Manage the property marketing department.
- Responsible for the marketing and advertising for the East and Central Divisions.
- Responsible for new business, Request for Proposal, presentations and present to existing potential clients.

Director of Marketing
September 2006 - March 2009
Miami Real Estate Group - Miami, Florida

- Promoted the company and CEO to be listed as #1 on Entrepreneur Magazine's Hot 100 fast growth businesses in the United States for 2008.
- Responsible for the marketing and advertising efforts in 25 states and Puerto Rico.

Entrepreneur Magazine's HOT 100
\$160,000 Managed \$160,000 monthly media and communication budget.
\$3,200,000 Managed for \$1,200,000/mo Yellow Page advertising.

EDUCATION



Bachelors Psychology, Central University Ohio - 1996

References available upon request

2D ANIMATION

EXPLAINER VIDEO

WHITEBOARD ANIMATION

24 HOURS DELIVERY

100% SATISFACTION



WATCH YOUR DOOR

THREE MAIN WEAK POINTS OF A DOOR

- 1 THE DOOR JAMB 2 THE LOCK AREA 3 THE HINGES



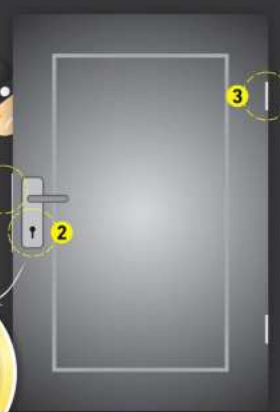
MISALIGNED DOOR PARTS

Make sure the latch on the door properly aligns with the strike plate (the piece of metal attached to the door jamb that holds the latch).



KEYHOLE

Keyhole is the weakest part of the lock. It's vulnerable to lock picking and lock bumping.



LOOSE HINGES

Can be a problem if you use a door frequently, especially with kids. This makes it very easy for an intruder to kick door down with little effort.

WHAT YOU CAN DO?



INSTALL A WINDOW SHADE

a good way of ensuring that strangers can't look into your house



CHANGE LOCKS EVERY FEW YEARS

to make sure there are not too many copies. Choose a lock that has a **Grade 1 certificate**.



IN MORE THAN **85%** OF BREAK-INS, THIEVES ENTER THROUGH A DOOR



IT CAN TAKE **LESS THAN 10 SECONDS** FOR A BURGLAR TO KICK IN A DOOR AND AN EXPERIENCED THIEF IS IN AND OUT OF A HOME IN **LESS THAN 5 MINUTES**



POLICE RESPONSE TIME TO A TYPICAL HOME ALARM IS OFTEN **GREAT THAN 20 MINUTES**



A HOME THAT HAS BEEN BURGLARIZED IS **4 TIMES MORE LIKELY** TO BE BURGLARIZED AGAIN



A BURGLARY OCCURS **EVERY 15 SECONDS** IN THE UNITED STATES

2D ANIMATION EXPLAINER VIDEO



**24 HOURS
DELIVERY**



Order Now!


KINGMAKER

GET YOUR RETAIL PRESENCE WITH A CLICK



Kingmaker empowers any direct to consumer brands with easy, fast, and affordable access to bricks-and-mortar stores and the ability to create a unique customer experience. Our technology-driven infrastructure allows brands to flexibly scale and deliver the best possible customer experience.



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 KINGMAKER


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GET YOUR RETAIL PRESENCE WITH A CLICK



Bring Your
Product In Front
Of Consumers



Control Your
Brand
Experience



Measure Your
Performance
Anytime



PRESENTERS WHO USE VISUAL AIDS ARE



43% EFFECTIVE

IN PERSUADING AUDIENCE
MEMBERS TO TAKE A
DESIRED COURSE OF ACTION