



James W. Willis

Managing Principal

Mr. Willis has a diverse background with 20 years of Banking and Financial Services experience in both start-ups and Fortune 100 companies. His national responsibilities have included risk management, credit, servicing, collections, compliance, and operations.

He has extensive experience in acquisitions and due diligence of consumer, residential and commercial assets in all 50 states as well as internationally. Mr. Willis has been recognized for the development and implementation of cutting edge technology to support and achieve strategic objectives, streamline operations, manage risks, and improve the bottom line.

EXPERIENCE

Gateway Asset Management LLC

2009 to present

Saint Louis, Missouri

Managing Principal

Gateway Asset Management provides custom advisory solutions to the banking, investment and financial services community including due diligence and portfolio evaluations of all classifications of commercial and consumer assets.

Gateway has worked extensively with investment bankers and their Bank clients and numerous investor groups to assist in their evaluation process of the Bank. We have worked extensively with regulators and external auditors to understand that our work product is forward looking and for investment purposes only. We have been engaged for advisory services by over 200 FDIC Insured institutions, providing guidance to investment bankers, private equity, Bank boards, CEO's and CFO's of those institutions. We have analyzed over \$200 Billion of specific pools of performing, under-performing and distressed commercial assets and \$300 Billion of Consumer Assets owned by institutions under regulatory guidance from the OCC, Federal Reserve, FDIC and State Regulatory Agencies.

Gateway advisory services are fully customized to meet the unique needs of the client. Gateway provides advice to Board of Directors and Executive Leadership teams on strategic direction and planning. Gateway can evaluate entire loan portfolios and provide analysis including core asset identification and buy/sell decisions including loss analysis and price indications including loan sale preparation and marketing support. Portfolio analysis can isolate known and potential problem areas as well as providing support of high quality portfolios pointing to the mitigating risk factors. Gateway performs stress testing and detailed

analysis of sub-portfolios such as Option Arms, Interest Only, Investor properties, Home Equity and HELOCs.

Gateway Asset Management additional services include:

- forensic underwriting analysis for litigation as a Consulting Expert or Expert Witness on Commercial and Consumer assets
- servicing and special servicer platform review and evaluations
- outsourcing and in-sourcing review and analysis
- mortgage company acquisition due diligence
- branch rationalization and sales strategy
- NIM maximization
- product profitability
- project management including 100 day plans for new investments
- identification of key performance measurements, indicators and dash board reports
- information systems review including new system recommendation and implementation
- strategic alternatives review and recommendations
- financial review, analysis, projections and pro-forma
- enterprise risk management review
- capital adequacy evaluation
- ALLL methodology and adequacy including existing model validation and improvement recommendations
- regulatory action response including Cease and Desist(C&D), Memorandum of Understanding(MOU) and Prompt Corrective Action(PCA)
- warehouse lender reviews
- benchmarking
- business plan creation
- market research, competitor analysis and sales strategy
- human resource consulting including identification, acquisition, recommendation and augmentation
- compensation review
- fair value and day 1 credit marks on entire portfolios and individual loan pools

Platinum Community Bank, FSB

2006 to 2007

Chicago, IL

Chief Credit Officer

\$110 Million in assets federal savings bank with \$1 Billion national consumer, construction and commercial lending operations with retail, consumer direct, wholesale and correspondent channels

Skillfully directed day to day operations of organization including underwriting, risk management, capital markets, product pricing, investor relations, closing, funding, construction loan administration, servicing and product development of the Mortgage Lending Services Division

Directed talented 80-person diverse team in 2 regional operation centers. Developed effective methodologies to control risk and quality while ensuring compliance with all regulatory and bank policies

Managed profit and loss by implementing strategies to control costs and increase productivity while achieving the strategic business plan

Orchestrated servicing practices, REO, exception management, fraud avoidance procedures and credit policies for dynamic commercial and consumer loan marketplace
Contributing member of Bank Loan and Asset/Liability Committees

Pinnacle Financial Corporation – (Tri-Star Lending Group)

2002 to 2006

Orlando, FL

Chief Operating Officer & Chief Credit Officer

\$5.5 Billion national consumer, construction and commercial lender with retail, consumer direct, wholesale and correspondent channels

Delivered superior operational leadership for diverse financial services company

Provided innovative strategies to impact quality control, review and fraud avoidance

Directed 1,200 employees located in 8 regional operation centers, call center, 100 retail loan branches and joint ventures

Efficiently managed all underwriting, closing, servicing, loss mitigation, REO, credit policies and product development

First National Bank of Arizona and Nevada

1999 to 2002

Scottsdale, AZ

Senior Vice President, Risk Management and Product Development

Rapidly expanding regional savings bank with a \$2.4 Billion national consumer, construction and commercial lending operations with retail, consumer direct, wholesale and correspondent channels

Directed risk management and product development activities for organization

Managed all collection, foreclosure, loss mitigation, and REO strategies for entire consumer loan portfolio

Administered training and development for all staff members on risk management and underwriting requirements/guidelines

EARLY CAREER – Details available on request

Manager of Due Diligence, Countrywide Financial Corporation, 2002

Regional Sales Director, Associates First Capital / Ford Consumer Finance, 1995 to 1999

Branch Manager (Delta), American General Finance, 1994 to 1995

Graduate Assistant, Baylor University, 1993 to 1994

Decibels Car Audio, Owner, 1988 to 1993

FORMAL EDUCATION

Baylor University

Waco, Texas

Master of Business Administration, Corporate Finance & International Management, 4.0 GPA

California State University

Sacramento, California

Bachelor of Science, Strategic Management & Marketing

PROFESSIONAL AFFILIATIONS AND PERSONAL ACCOMPLISHMENTS

Mortgage Bankers Association, Former Member

Fannie Mae Risk Management Advisory Council, Former Member

Prolific traveler to 48 States and 39 Foreign Countries including property owner in Mexico