



Mark A. Shepherd

Managing Principal

Mr. Shepherd has been in the financial services industry for over 30 years and has a strong financial and operations background. Although he comes from a formal financial background, he has held senior executive positions in all major disciplines for fortune 500 companies.

Mark has managed some of the largest default platforms of high touch real estate and consumer assets in the country. Throughout his professional career he has been consistently requested to takeover and turn around troubled company segments and businesses. Mr. Shepherd is particularly experienced in integrating advanced financial and decision sciences into default management processes.

EXPERIENCE

Gateway Asset Management LLC

2007 to present

Saint Louis, Missouri

Founder and 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

Old Cornerstone Group LLC

2002 to 2007

Founder and Managing Partner

Invested in mortgage related business and a title company

Consultant to the mortgage industry

Consultant on system development

Advisor to American Capital Management (ACAS) 2007

Green Tree Financial/Conseco Finance

1995 to 2002

Chief Operating Officer (2000 to 2002)

Internally recruited to manage all company operations, from President of five successful business units

Built and reorganized management team to tackle imploding Manufactured Housing Unit

Participated in internal recruiting, training and managing up to 100 Six Sigma Black belts to analyze and implement efficiency solutions

Produced over \$100 Million in savings

Integral part of senior management committee to rework, dispose, liquidate or downsize cash intensive assets and/or businesses

Committee produced:

- \$2.5 Billion in cash available to parent
- 2,500 FTE reduction
- Reduced run rate expenses by \$150 Million

Responsible for in-depth and detailed communications and presentations to multiple investment constituents related to company work out plans, MH bond performance, strategies and status

Implemented comprehensive internal and third party underwriting audit procedures in newly assigned businesses

Chairman of Green Tree Retail Services Bank, NA

Executive Vice President – Business Unit President (1999 to 2000)

Responsible for Origination and Servicing for Five Business Units

Responsible for Bad Debt Recovery for all Consumer Businesses

Responsible for \$18 Billion portfolio

Managed approximately 6,000 employees

Designed and integrated industry leading pricing, risk and profitability models to newly assigned businesses

Rationalized and prioritized Dealer channel in related businesses to reduce dealers, risk and increase volume, price and profitability

President Mortgage and Retail Services (1998 to 1999)

Continued Building Process in Mortgage and Private Label Credit Card Businesses

Expanded mortgage business to \$6.5 Billion in annual volume

Developed sophisticated “Perfect Timing” lead management and cross-sell modeling and delivery

Integrated customer service based additional/ancillary product modeling and customized sales scripts for inbound consumer contacts

Vice President/Sr. Vice President (1995 to 1998)

Mortgage and Retail Services

Part of an elite management team recruited from Household International to create two start up divisions from a blank piece of paper

Designed and built mortgage and credit card businesses

Built 160 branches

Built multiple central processing centers

Designed and built custom Adaptive Control systems
Built complete credit risk management platform
Designed and rolled out new servicing system, collection system, power dialers and customer service system
Built product profitability models

Household International

1982 to 1995

Troubled Business Segments Executive Assignments (1990 to 1995)

Identified as High Potential, Business Unit President Candidate assigned to Operational Hot Spots and troubled areas
Assigned Division or Department responsibilities
Won the Company-Wide Award for Outstanding Performance three years in a row

HFC Eastern Region Sales (1994 to 1995)

Group Vice President

Responsible for rejuvenating and growing 90+ HFC sales offices

Vice President, Division General Manager, South-Western Division (1993 to 1994)

Responsible for rejuvenating and growing HFC Sales offices in Southern California, Arizona and Nevada

Group Vice President – Chief Marketing Officer (1992 to 1993)

HFC Credit Risk Manager

Responsible for all Household Finance related Products, Media, Direct Marketing, Credit Risk, Product Design, Product Pricing, Product Profitability, Lead Management, Strategic Planning, Site Selection, Property Management and Employee incentives
Increased the HFC customer account base for the first time in a decade
Implemented Perfect Timing Lead management delivery to HFC offices
Substantially and responsibly grew the Real Estate and Personal Loan Portfolios

Chief Collection Officer – Central Region HFC (1990 to 1992)

Assigned to control escalating delinquency and defaults resulting from early 90's recession
Responsible for all collection and recovery activities for the Central Region of HFC 400+ Collectors
Participated as a senior representative in revamping all of HFC's Front and Back end Processes
Broke and reduced delinquency in many months for both products
Implemented multiple source behavioral, collection, recovery and adaptive control models

Chief Financial Control Officer HFC– Business Unit CFO (1989 to 1990)

Responsible for all Business Unit Financial Planning, Accounting, Asset/Liability Management and Reporting Functions
Enhanced planning accuracy, Product Profitability, Funding Strategies and Financial Controls

Chief Financial Control Officer Household Retail Service Business Unit CFO

Credit Risk Manager HRSI (1988 to 1989)

Responsible for all Business Unit Financial Planning, Accounting, Asset/Liability Management and Reporting Functions

Additional areas of responsibility included Systems Development, Systems Project Management, Bank and non-bank Compliance and Merchant Profitability

Implemented HI's very first Oracle management reporting and analysis platform to effectively evaluate the profitability of specific business segments and merchants

Oversaw the financial structure transformation of the centralization of all regional sales and accounting offices into three central processing centers

Helped create HRSI Bank

Household Finance Corporation, Household Trust, Merchant Retail Services, Canada

Vice President Financial Planning (1987 to 1988)

Assistant Controller (1986 to 1987)

Manager - Financial Reporting (1985 to 1986)

Manager – Operational Accounting (1984 to 1985)

Senior Accountant (1983 to 1984)

Junior Accountant (1982 to 1983)