



Commercial Loan Business Development Workshop

Want to build your credit union’s commercial loan portfolio?

Attend this workshop to learn proven, practical strategies to engage local business decision makers to drive commercial loan opportunities (and business services) to your credit union.

- Hear from three experienced commercial lenders with a proven track record of building a book of business
- Network with other credit union professionals working toward similar goals
- Bring your questions and challenges for discussion

SPEAKERS (bios on page 2):

John Hyatt: Business Development Manager, Team One Credit Union

Marianne Kure: Vice President, Commercial Alliance

Beth Spadafore: Commercial Lending Manager, Community Choice Credit Union

WHO: Commercial Lenders, Business Developers, Branch Managers, Loan Managers/VPs, CLOs, CEOs

DATE: November 12th, 2019

TIME: Registration: 8:30 am
Sessions: 9 am - 12 pm
Networking Lunch: 12 pm - 1 pm
Round Table Discussion/Q & A: 1 pm - 2 pm

MM Chapter Attendees: \$35
All Other Attendees: \$45

WHERE: Mid Michigan College Community Room, Mt Pleasant Campus
(Located in the Center for Liberal Arts and Business, see map on page 3)
2600 S. Summerton, Mt. Pleasant, MI 48858

RSVP: Please RSVP by Friday November 1, 2019. Make check payable to Mid-Michigan Chapter of Credit Unions. Mail to:
Attn: Teresa Santana-Burk
Wanigas Credit Union
1837 Bagley Street
Saginaw, MI 48601
Email: tsantana@wanigas.com
Phone: 989.759.5752
Fax: 989.753.7864

Contact Person _____ Telephone # _____

Credit Union _____ Email _____

of Participants _____ x \$45 (\$35 for MMCCU Members) per person = \$ _____ Enclosed

Please include the name(s) of attendee(s):

Net proceeds will support the philanthropic efforts of the Mid-Michigan Chapter of Credit Unions.

PRESENTER BIOGRAPHIES

John D. Hyatt

Business Development Manager
Team One Credit Union, Traverse City Office
Email: jhytatt@teamonecu.org
Phone: 231.590.9172

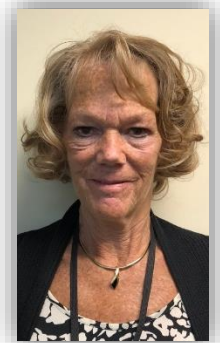
John Hyatt is the Business Development Manager for Team One Credit Union in Traverse City. John joined Team One in 2014 to establish a new branch in a well-developed market, which he achieved successfully. John is currently charged with developing new commercial client relationships while maintaining his existing portfolio of business. With almost 20 years of commercial lending experience, and a solid background in law, John brings a unique skill set to the credit union. John earned his BBA from Michigan State University obtained his Juris Doctorate through the Thomas M. Cooley Law School. He also was a Sergeant (E-5), Squad Leader for the United States Marine Corps/Reserves for eight years and was honorably discharged.



Marianne Kure

Vice President
Commercial Alliance
Email: mkure@commercialalliance.com
Phone: 248.247.3833

Marianne Kure started with Commercial Alliance in 2014 and offers more than 35 years of experience in commercial and residential lending. She began her career at Michigan National Bank as a Credit Manager, eventually becoming an SBA 504 Loan Officer. Marianne spent ten years with the Economic Development Corporations of Wayne and Oakland County. After a brief stint as a Residential Mortgage Lender, Marianne spent the next 20 years managing commercial loan portfolios of over \$100 million for TCF Bank and Citizens Bank. Today, Marianne sources commercial loan opportunities for our Member Credit Union partners, concentrating on the lower half of Michigan. She is known for her due diligence and professionalism and facilitates deals of all sizes between the credit union and borrowers. Marianne earned her BBA from the University of Michigan – Dearborn.



Elizabeth Spadafore

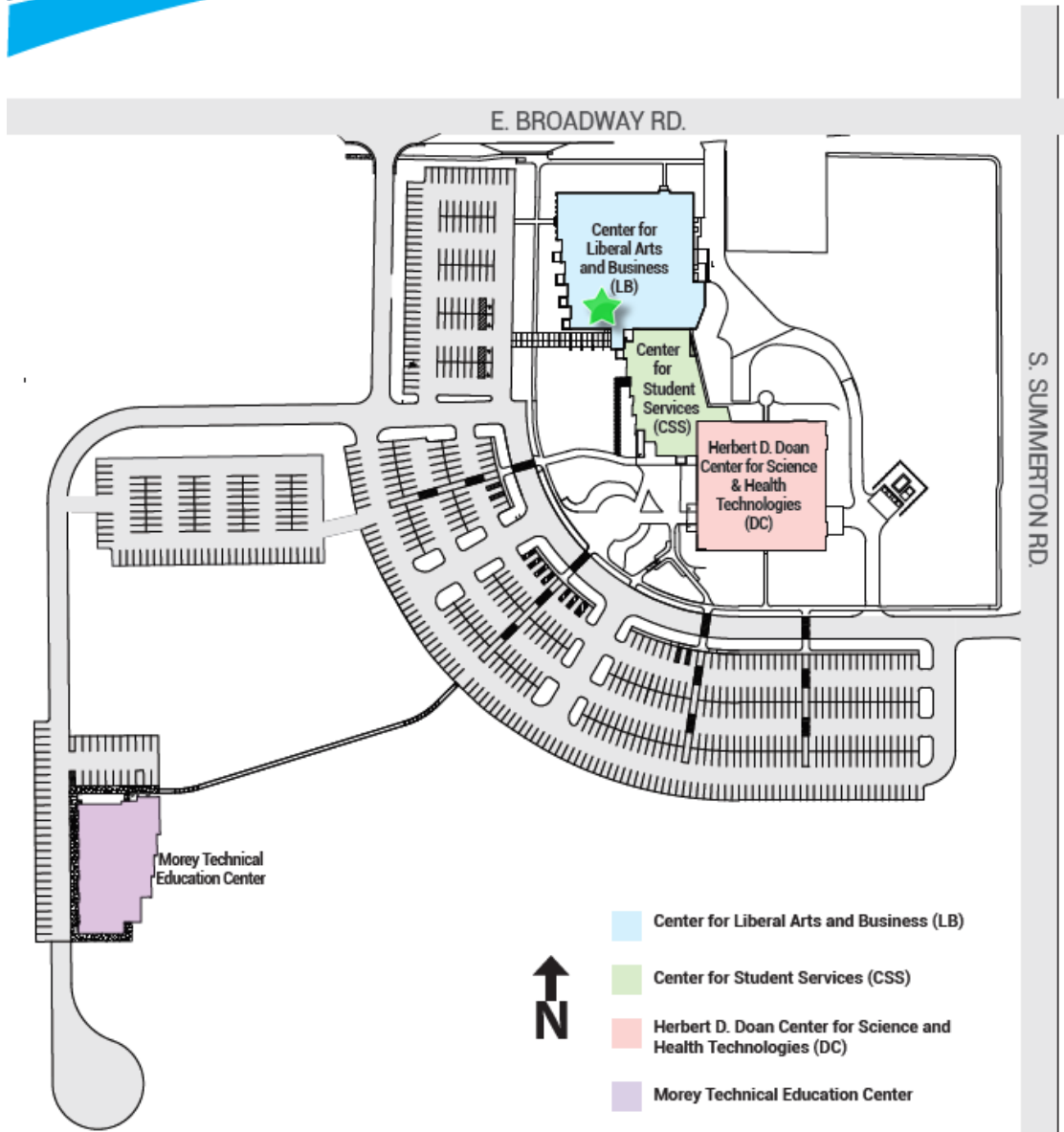
Commercial Lending Manager
Community Choice Credit Union
Email: espadafore@communitychoicecu.com
Phone: 248.785.5063

Elizabeth “Beth” Spadafore joined Community Choice Credit Union in 2009 as a Business Development Officer, initially charged with expanding the Business Lending portfolio. This position continues to expand including assisting in providing a full suite of business offerings to our business members. Beth has been in the financial arena for over 42 years, 40 of which have been in the commercial lending department, starting as a credit analyst, AVP and VP at local commercial banks. Beth has a BBA in Business Communications with a minor in Accounting from Oakland University.



FIRST FLOOR

MT. PLEASANT CAMPUS



- R** Restrooms
- X** Elevators
- S** Stairwell

