

2020

Pittman Financial Group

PREPARED BY: PFG LEADERSHIP TEAM

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II. Executive Summary

Pittman Financial Group is an experienced commercial lending finance firm with deep industry relationships, underwriting experience, SBA & USDA packagers and market expertise. At Pittman Financial Group (PFG), LLC we offer best-in-class guidance and financing solutions for most business types, regardless of complexity, with market competitive terms and pricing. Our established knowledge of the SOP and USDA Regulations gives financial institutions and clients the peace of mind that we will provide their financing solutions quickly, efficiently and professionally.

PFG, LLC is managed by an experienced leadership team with a powerful blend of people, experiences, and culture. We at PFG, LLC has a proven track record with significant capital source relationships, built on integrity and mutual collaboration. In the dynamic industry of commercial real estate, change is constant. However, our vision at PFG, LLC remains the same: “to provide the ultimate customer experience for our clients by consistently delivering the best solutions”.

We offer services for banks, credit unions, CDFI’s, non-bank lenders, government agencies, business owners and investors. Our efficient loan origination, loan packaging and underwriting systems provides an efficient and streamline process for both the borrowers and the lending institutions. Our current credit analysis and underwriting system in house is *Sageworks (now Abrigo)*.

Turnkey SBA Loan Application Platform

As part of the largest stimulus package in American history, the SBA will distribute \$350 billion in loans over the next three months through the Paycheck Protection Program. But few financial institutions have the systems in place to handle the influx of applications that's coming. That's why we're sharing our government-guaranteed lending expertise and platform to help funding partners process applications and get Americans back to work.

As one of the nation's leading providers of USDA-backed commercial loans, we spent years developing a systematic process that accepts and packages online applications according to complex government criteria. Pittman Financial Group has partnered with its number 1 GGL lender that has processed more than \$3 billion government-guaranteed loan applications to date.

With a few lines of code, funding partners website's will be set up to do the same in a matter of days. We'll package the applications according to SBA's guidelines and deliver them to you ready to close.

Highlight below:

- White-labeled platform facilitates online SBA loan applications
 - Applications packaged according to SBA guidelines
 - Secure SOC-2 Certified Infrastructure
 - Lead remains the property of each financial institution
 - \$0 Upfront Cost
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Specialized Products and Services

- SBA 7A and 504 Loan Origination, Packaging and Underwriting
- USDA B&I; Community Facilities Loan Origination, Packaging and Underwriting
- Global Cash Flow Analysis
- Industry Analysis Reports
- Loan Participation and Loan Sale & Purchase Advisory

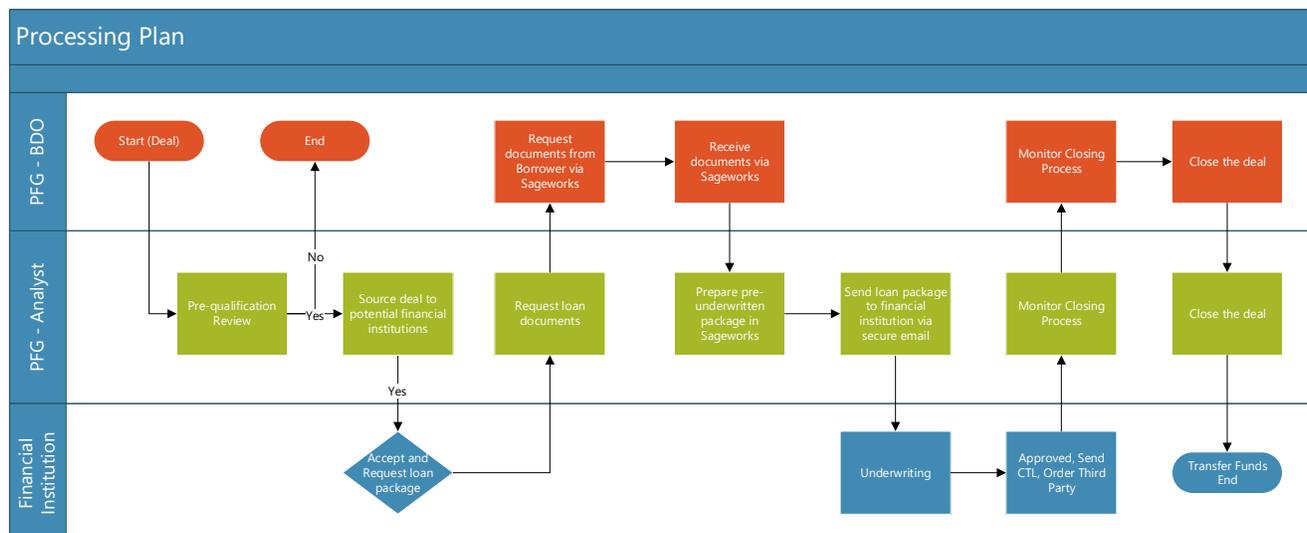
Operations

The day to day operations of our firm consist of our Business Development Officers sourcing SBA and USDA deals nationwide. We also have credit and loan processors who are responsible for packaging and underwriting each loan request. Coupled with our software (Sageworks) and our efficient streamline process, we're able to turn around full credit packages and memos within 48 – 72 hours.

Our infrastructure is built to handle volume!

Process

Once a deal meets our criteria, we use our modern technology to create a credit analysis as well as a full pre-underwritten package. This process that we've created in house as shorten the loan process dramatically.



Vonezell Pittman Bio

Pittman Financial Group was established by the President and Founder Vonezell Pittman. Vonezell has an extensive background in banking from a commercial lending perspective. Previously, he was a Business Development Officer at Fidelity Bank where he specialized in originating loans for the SBA 7(A) & 504, USDA B&I and Community Facility programs. Prior to that Vonezell worked in numerous roles in the industry such as Mortgage Loan Originator/Processor, Mortgage Loan Officer, Regional Manager and Associate Director. Vonezell holds a NMLS Mortgage License.

While attending Gardner Webb University he was a member of the Varsity Football team and the Varsity Track team. He graduated with a Bachelor of Science Degree in Business with a minor in Sociology. Shortly after graduating Vonezell taught business technology and computer application classes at a local high school.

Immediately after graduation with his college degree Vonezell pursued his NFL career by making the Iowa Barnstormers Arena Football team. He attended the New England Patriots NFL Camp where he was released prior to the start of the season. Vonezell continues to self-improve in all areas of his life.
