

## STAN STAPLETON

**OBJECTIVE** To provide the Essential Housing Advisory Committee with perspective from the banking or mortgage industry in connection with affordable housing

**SKILLS & ABILITIES** Relationship Management, Marketing, Strategic Planning, Training and Development. Commercial and SBA Products.

**EXPERIENCE**

**COMMERCIAL LENDER – VICE PRESIDENT – FIRST FEDERAL BANK**  
2018 - Current

- Comprehensive management of \$27MM+ client loan portfolio
- Provide clients with financing options for Commercial/SBA Lending
- Implement new community oriented marketing strategies

**SMALL BUSINESS BANKER – VICE PRESIDENT – BANK OF AMERICA**  
2013 - 2018

- Advise business clients from existing portfolio
- Strategic consulting, including business plan and sales strategy development
- Proactively prospect new clients in market

**BUSINESS BANKER – VICE PRESIDENT – SUNTRUST BANK**  
2006 - 2013

- Oversaw Business Banking for 9 financial centers
- Uncovered commercial lending, deposit growth and fee based income opportunities
- Advise business clients to deliver solutions and increase efficiencies

**EDUCATION**

**UNIVERSITY OF SOUTH FLORIDA – ST. PETERSBURG FL**  
1992 – Bachelor of Arts – Political Science  
2011 – Graduate Omega Commercial lending Performance Training

**LEADERSHIP**

Nassau Builders Council – Board Member, Past Chair  
Rotary Club of Greater Nassau – Sergeant at Arms, Treasurer  
SunTrust President Team award recipient