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Jon Keith Scudder

Experience

Management:

Developing short-term, long-term goals consistent with overall profit and growth objectives. Managing all aspects of company operations. Planning, payroll, conducting executive level negotiations, assessing needs, setting priorities, delegating responsibilities, hiring, training, scheduling, supervising personnel public relations, assuring compliance with government regulations, company policies, overseeing marketing, advertising and graphic layouts, manufactures rep. & lead follow ups from corporate trade shows, territory and area management with sales & service. Sight evaluations and long term planning for Businesses.

Banking/Real Estate:

Established lending policies consistent with governmental regulations, coordinating all aspects of the lending process from soliciting new business through expediting the application process to underwriting, closing, & servicing, analyzing credit reports, financial statements and IRS information. Lending experience includes mortgages conventional & jumbo (A-D), corporate leasing (heavy equipment & land) savings, consumer loan business (residential, commercial, permanent and short-term construction, equity loans, automobile & VA/Conventional Loans) implementing methods to produce new accounts and loans. Motivational speaking for various mortgage lending institutions and other affiliate groups.

Employment

- **1992-Present - *Detail X-Press*** –Founder & Owner
- **1994-2002 *Klean Plus Systems, INC***- Southern California Regional Sales Mgr
- **1992-1993 *Mortgage Club. /MLS Mortgage Loan- Specialist*** Branch Manager
- **1991-1992 *Lenders Overload/Mortgage Professional Services***–Sr. Loan Proc.
- **1991-1991 *Security Pacific Bank/Bank of America***-Assistant Branch Manager
- **1990-1991 *All American Mortgage***-North County San Diego Wholesale Rep.
- **1986-1997 *United States Marine*** Corps- Staff Sergeant
- **1988-1990 *Dow Stereo & Video*** –Regional Finance Manager
- **1981-1985 *Bosat Wood Products***- Manager/Partner

Skills Computer Literate in Microsoft Office, Microsoft Power Point, Microsoft Word, Microsoft Works, Microsoft Excel, Rate Star, Loan Star, Power Pack, BTS, Accounting Skills, Quicken, Quickbooks Pro, Sales and Marketing Skills, Graphic Layouts & Advertising, Coordinate Strategy Formulation, Pubic Speaking & Board Room Presentation.

Education 1985–1991 Palomar College San Marcos, CA

- Majoring in Real Estate & Business (3 1/2 Years of Studies)
- Studies Included Classes W/ American Bankers Association
- Completed all requirements to be Broker Qualified in CA w/DRE

Interests Salsa Dancing, Acting, Motorcycle Riding, Jet Skiing, Snow Boarding, Golfing, Fishing, Roller Blading, Carpentry, Building Custom Cars, Boating

Honors Three letters of Commendation, High Sales Award, Company of the Year Award, Award of Merit presented by President Reagan, Awarded Illinois House of Representatives Certificate of Recognition presented by Senator Tom Ryder, National Achievement Medal, Good Conduct Medal, America’s Who’s Who, Junior Achievement Award, Awarded Key to The City of Jacksonville, & Two Honorable Discharges USMC