

JRB'S VERN HANSEN: LEAVES NO STONE UNTURNED!

From time-to-time, I like to give you a closer look at members of our JRB Team. When I say "JRB Team" I mean it in every sense of the word. I'm fortunate to work with a close-knit team of experienced, dedicated SBA and business lending professionals who provide their expertise along with personal, hands-on guidance to meet our clients' specific needs. At J.R. Bruno, we've been at it since 1994, celebrating our 19th anniversary in March. Altogether, I've worked with members of the JRB Team for a cumulative 50 years.

This month's spotlight: J.R. Bruno Associate Vern Hansen.

Vern Hansen is a consummate professional and a tremendous asset to our consulting team. He has 40 years of financial services experience and has served in executive positions including president, executive vice president-chief lending officer at several community banks, and has held leadership positions with direct responsibility for lending operations, marketing, and business development. At J.R. Bruno, Vern has worked successfully with lenders of all sizes to set up their SBA and member business lending programs, along with assessing their current processes and portfolios for efficiency and credit quality enhancements.

Vern heads our newly opened Colorado office to better serve the lending needs of banks in Colorado, Arizona, Wyoming, Utah, and Nevada. He also continues to serve clients on the East Coast. Our clients tell us that Vern listens to their concerns, issues, and needs, asks probing questions and then spends the time needed to strategize and find the best possible solutions. And he never leaves a stone unturned!

As Kevin Bugler, business development manager at Marblehead Bank in Marblehead, Massachusetts puts it, "Vern understands the value of the deals presented, is able to put things in perspective, and knows what to look for - things that might not be obvious to the untrained eye. He also finds nuances that are helpful in getting a loan approved. He digs into the file and comes up with creative solutions beyond the obvious - solutions that make the difference between getting the deal done and not."

I'm proud to have Vern Hansen on our JRB Team! Together, we act as an extension of your staff, offering a full range of services, from initial set up and training, to delivering a single service, to managing your entire SBA and business lending operation - all with the day-to-day hands-on involvement you expect from your dedicated, personal consultants. You can contact Vern at 720.663.8431: Office or 602.820.1337: Cell. Or email [Vern](#).

Check out the JRB Team and our services on our [website](#). Or give me a call!

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