

**JOHN A. SMALDONE**  
**1165 SUMMERFIELD DRIVE**  
**MARYVILLE, TENNESSEE 37801**

**Education:**

1962 – Graduated, Linton High School, Schenectady, New York.

Major – Business Administration

1965 – Albany Business College, Albany, New York

Two-year major in Business Administration

1971 – MBA Underwriting Course No. 1

1974 – Real Property Appraising Course – 101

1979 – F.R.E.C. Course No. 1

1982 – Attended the Securities Series 2 Preparation Course

**Business Experience:**

**March 2010 to Present: Hanover Financial Services:** I am the Executive Vice President and majority stock holder of Hanover Financial Services which provides consultant services to the reverse mortgage industry. Consulting assignments are preferably accepted under long term relationship agreements. .

**November 2008 – February 2010: AAXA Mortgage, NC:** Senior Vice President in charge of organizing and heading up the reverse mortgage division of the company. AAXA at the time was in thirty one states, originating only traditional FHA, VA and conventional loan products.

I was responsible for starting the entire RM division and all its departments within. Like any new venture or division there was ramp up time involved but we were going in the right direction and progressing well. The company was involved into merger negotiations with a bank at that time. Major difficulties occurred with the merger, AAXA could not survive the economic crash that many firms were experiencing. AAXA closed their doors in February of 2009.

**October 2006 – June 2008: Countrywide Banks:** When TransLand Financial went into receivership (Company shown next) Countrywide Banks approached me and TransLand to negotiate a transaction that entailed the transfer of the entire reverse mortgage division, the staff, our pipeline and my expertise. This was accomplished by working with the courts to obtain approval, which was consummated.

My position with Countrywide Banks was that of an area manager. I had more states than a normal area manager because of the amount of people I had reporting to me. In the beginning I enjoyed my position very much, within six months from my date of being hired, Countrywide Bank started to hire their old Sub-Prime staff back. They were placed in the reverse mortgage division; I was required to take many of them on in my region. My supervisor that hired me was replaced with one of the ex sub-prime managers, who I

started to report to. I became very unhappy with my position and the philosophy Countrywide started to display toward the reverse mortgage industry. I parted ways with Countrywide Bank in June of 2008.

**May 2002 – September 2006: TransLand Financial Services:** I was the Senior Vice President in charge of the reverse mortgage division. I started the division from its inception and grew the division to eventually becoming the second largest reverse mortgage account in the south eastern portion of the US for Financial Freedom.

I started the division under Financial Freedom's brokerage program; we were originating and processing the product. Within six months we completed our FHA test cases and became a delegated underwriter for Financial Freedom. Within one year I obtained warehouse lines through WAMU. We then became a full correspondent and a closed loan seller. By 2006 we were doing over one hundred closed loans per month and growing.

Unfortunately, TransLand Financial had major financial problems in their construction lending division. It was critical enough to force the company into bankruptcy.

**December 1994 - March 2002: Centurion Mortgage Company:** I was the primary organizer and served as president and CEO of the company. Centurion Mortgage was a full service mortgage banking firm, specializing in residential and commercial lending as well as originating reverse mortgages. The company was acquired in 2002.

**June 1991 – July 1994: Paragon Mortgage Corporation:** As regional vice president I was responsible for establishing an eight (8) state regional business base of conforming and non-conforming correspondents for the company's wholesale division. Responsibilities included the complete set-up of office operations and personnel. Personally established an initial solid customer base, responsible for creating all Wholesale division marketing material and involved on an on-going basis in the expansion of company systems and procedures. In July of 1994, Paragon, a publicly traded company on the NASDAQ exchange, ceased operations nationwide.

**August 1982 – April 1991:** Organized and established **Taylor, Bean & Whitaker Mortgage Corporation** in Ocala, Florida for the purpose of secondary market brokerage and the origination of conventional, F.H.A. & V.A. conforming and non-conforming residential loans. The company also had a commercial lending division. In 1990, Security Federal Savings & Loan Association of Peoria, Illinois acquired Taylor, Bean & Whitaker; I remained on in a consultant capacity until April 1, 1991.

In late 1992 Security First Federal went into receivership and had to diversify its holdings in Taylor, Bean and Whitaker, the company was acquired by a private investment group. I tried to buy the company back but was too late to make a bid.

Using my original concept of developing a mortgage exchange for community banks and credit unions, Taylor, Bean and Whitaker went on to be the largest private mortgage banker in the country. They were also the third largest FHA issuer nationwide. In 2009,

unfortunately, Taylor, Bean and Whitaker was shut down by the federal government. Its chairman, Lee Farkas, along with six other co-conspirators was convicted for bank fraud, securities fraud, wiring fraud and charges of attempting to defraud the government out of a large amount of TARP funds.

**September 1979 – June 1982:** I was employed by PMI Mortgage Insurance Company, a wholly owned subsidiary of Sears and Roebuck in the capacity of Director of the Mortgage Investment Group for the southeast region of the United States.

In the capacity of Director my responsibilities were to arrange the sale and purchase of large mortgage portfolios in the secondary market for target accounts designated by PMI. I also had the responsibility of the arrangement of mortgage-backed securities through their conduit Pennie May. During my employment with PMI I worked closely with FNMA and FHLMC and negotiated commitments with them in excess of 15.5 billion dollars on a nationwide basis. I left PMI to form Taylor, Bean & Whitaker Mortgage Corporation.

**1971 – June 1979:** Majority Stockholder, President and Chairman of the Board of Florida Southern Mortgage Corporation. In April of 1978, merged with First Federal Savings & Loan Association of Broward County Florida and remained on as President.

Since the inception of Florida Southern Mortgage, thru April of 1978 the company primarily originated, processed and placed conventional, FHA, VA and commercial loans. In 1971 the firm had one location and at the time of the merger, Florida Southern Mortgage Corporation consisted of twelve branches plus a regional center office located in Clearwater, Florida with our main offices in Fort Lauderdale, Florida.

**1968 – 1971:** Charter Mortgage Company, Ft. Lauderdale, Florida. In the capacity of senior mortgage loan officer, originated and placed conventional, FHA, VA and commercial mortgages.

**1966 – 1968:** District Supervisor for Stewart's Ice Cream Corporation, Saratoga Springs, New York. Duties included supervision of 13 retail food outlets with responsibility of marketing, profit and loss control, personnel, site selection and construction coordination of new locations. I was also involved with strategic planning for the growth of its company including product development.

#### **Training Programs Conducted:**

- 1973 – Conventional Financing Course for the Fort Lauderdale Board of Realtors.
- 1978 – FHA-VA Training Course for First Federal Savings & Loan Association of Broward County.
- 1980 – The Mortgage Brokerage Course for new Licensees for American First Mortgage Corp.

1985 – Taught the Mortgage Brokerage Course at Central Florida Community College in Ocala, Florida.

### **Community Involvement:**

1970 – Member of the US and Florida Jaycees.

1971 – Police Commissioner – elected to serve for 2 years – Lauderdale Lakes, Florida.

1973 - County Commissioner – elected for 2 years – Broward County, Florida.

1974 - Served 2 years as an Officer in the Fraternal Order of Police Association, FL

1975 – I was offered the position of LT. Governor of the state of Florida but declined.

1976 - Appointed to Organize and head the Heritage Group of the Republican National Committee for the State of Florida. I also headed up the Gerald Ford Election Committee for the state of Florida.

1980 - Served as chairman of the Planning and Growth Committee for the Ocala Chamber of Commerce.

1983 - Member of the Volunteer Service Bureau of the United Way in Ocala, Florida for five years and participated primarily in volunteer work for the elderly through various nursing homes.

1993 – Member of the Chamber of Commerce and Industrial Development Council, Maryville, Tennessee.

1994 – Serving on the Planning Committee for the Maryville, Tennessee Chamber of Commerce.

### **Memberships and Affiliations:**

- Charter Member of the Florida Association of Mortgage Brokers...
- Received “Good Government of the Year” award from the U.S. Jaycees in 1973 for involvement in the governmental structure in the State of Florida.
- Headed up the volunteers for the United Way in Florida.
- Charter Member of the Tennessee Association of Mortgage Brokers.
- Member of the American Bankers Association (ABA).

### **Licenses:**

State of Florida – Principal Mortgage Broker

Life Insurance, Accident and Health (Inactive)

Florida Real Estate License (Inactive)

Series 63 Securities License (Inactive)

### **US Air Force:**

Three and a half years - 1962 – 1965 – Spent 5 months in Vietnam establishing systems for ordering supplies, equipment and other needs to maintain operations sufficient enough to defend our troops and our mission.

**Areas of Experience:**

1. All aspects of conventional, FHA, VA and commercial lending.
2. Experience includes the development, implementation and supervision of loan solicitation packages through the processing, the closing, disbursement, warehousing, servicing and selling of the loan in the secondary market.
3. Marketing of whole loan packages in the secondary market and developing territory and systems for a wholesale loan purchasing conduit.
4. Ability to organize and develop companies and programs.
5. Ability to negotiate with successful results on behalf of my own companies and those I was employed by.
6. The ability to market and promote with successful results.

**Achievements:**

1. Formed three independent mortgage companies that matured to a stage of success of which two were acquired by two major savings and loan associations.
2. During the time as President of the Service Corporation of First Federal of Broward, I had formed the entire mortgage banking programs for FHA – VA, established their training manuals, expanded First Federal into over 120 of their branch locations of their service corporation and reached goals beyond all expectations.

**Other assets I have are my abilities to administrate, to operate efficiently without supervision, to relate to people, to motivate them and myself to achieve everyone's common goals, namely, to increase business, to improve service, eliminate waste and improve the bottom line.**

**“References Available Upon Request”**