

# Fairway Mortgage - The Eric Vavere Team

## ***We have Fine Tuned the Mortgage Experience***

The Eric Vavere Team of Fairway Mortgage is a direct lending team with a Community Bank Program that offers community bank customers first mortgage products, while Fairway processes, underwrites, and funds these loans. This partnership platform provides community banks with an excellent opportunity for revenue building, customer retention, and expansion of marketing capabilities.

The team at Fairway Mortgage handles all of the heavy lifting of the home loan, performs the full client consultation, and carries the loan through processing, underwriting, and funding. Upon funding is when the partner bank is paid for the transaction, and the customer will be in the system so Fairway can monitor their position in correlation to the market. Fairway will also set up each bank location with the necessary technology and training to ensure the process runs smoothly from the start. This includes systems to monitor the progress of each customer that Fairway may be working with, and website portals for ease of client applications.

### **Eric Vavere**

Loan Officer

Fairway Mortgage

## **Shazam**

### ***SHAZAM provides guidance and tools to make financial institutions more successful.***

As a nonprofit company, owned by the community banks and credit unions we serve, SHAZAM offers a unique perspective and unmatched level of flexibility and choice that helps you compete and become more profitable. Our innovative, competitive and cost-effective services for you and your accountholders include:

- Payments Network, as well as Issuer & Merchant Support
- Core Processing including Conversion Services & Support
- A Full Line of Risk Mitigation Solutions
- Marketing & Training Services
- ATM Solutions & Support

## **Jason Lesteberg**

### Regional Director of Sales

Jason is a payments expert who has helped community banks maximize their debit programs for the past 9 years. Prior to joining SHAZAM in 2010, Jason coached college hockey for 10 years and worked with the U.S. women's national hockey team during the 2008-2009 season. Jason was inducted in the Gustavus Adolphus College Athletics Hall of Fame in 2012.

## **Jace Day**

### EVP & Chief Client Operations Officer

Jace leads SHAZAM's efforts to support our clients with efficient and responsive service, a true point of distinction for SHAZAM. His teams work with clients on day-to-day support calls to ensure their questions are answered and their operations run smoothly. He also oversees software and systems to deliver an integrated core solution, offering a full suite of powerful core services to community financial institutions.

Prior to joining SHAZAM, Jace served as president of a software company where he assembled a team who took the company from startup to fully operational, becoming a leading provider of online and voice banking solutions.

## **Alan Oatsvall**

### Core Sales Engineer

Alan has a unique background that combines more than a decade of retail banking experience with extensive technical knowledge of the payments industry. He's able to understand clients' business models and match SHAZAM's suite of products to help clients realize their bottom-line goals.

Alan is a certified banking security manager and graduate of the Bank Technology Management and Technology Security Schools. As a member of InfraGard, he participates in a public-private collaboration dedicated to securing the exchange of information