



# The Advisor

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## FUN FACTS ABOUT ARIZONA

It is against the law for a donkey to sleep in a bathtub

The amount of copper on the roof of the Capitol Building is equal to 4.8 million pennies

It is unlawful to refuse any person a glass of water

Any misdemeanor committed while wearing a red mask is considered a felony

It is illegal to hunt camels

The famous gunfight at the OK Corral only lasted about 30 seconds

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## The New Venture RMR Team

We have been discussing for some time our current economy and how it is impacting the residential and commercial market & our mortgage business. We are attaching a copy of a short article written by Lee Iacocca which tells it all except what we are doing about it.

We're putting the Venture and RMR companies together to form a new organization with an expanded Team with new opportunities. This will include a new commission schedule that will provide incentives. Loan Officers will also have the ability to earn commercial commissions as 'rainmakers' or on a progressive scale of their choice getting paid at closing on how much they do! A Loan Officer will also have the opportunity to earn commission from Investor Hard money loans intended to be originated with our own funds or from investors. In addition, all employees will have the opportunity to own a part of the company through "choice" deductions from earnings, bonuses and achievement awards. We will also be building an 'equity basket' of properties which we will own intended to also benefit employees and give them consideration for the tenure of loyal service.

When we are completed with the many steps involved, our parent company will be known as The Venture Capital Group LLC. We are in the final phases of getting approval for a new mortgage banking license for Venture Commercial Mortgage LLC. Upon finalization and completion of certified audit requirements, we'll become an FHA approved lender. The name will be Venture Commercial/Residential Mortgage LLC.

We have additionally formed Venture Associates LLC, which will deal with Real Estate purchases, sales and equities including value-added properties. Venture Capital Development Group LLC will focus on raising private accredited investor/institutional and pension fund capital to capture some of the opportunities yet available from smaller banks using TARP funds, as well as those others redeploying capital assets to meet FDIC Tier 1 capital requirements.

We currently have, in escrow, our 1<sup>st</sup> Super RV, boat and toy (cars) storage facility at 2260 E. Main in Mesa. We've named it Concierge Storage, had it trademarked and intend with income stabilized to build other facilities establishing a national brand dealing with storage and services. We'll tell you more about it in our next issue. We are further exploring entering into the Memory Care, Assisted and Independent Living Development and ownership of facilities. In addition, we are exploring the building, financing and operation of high-security private prisons.

We are looking forward to jointly with you building this new Team to operate in new times. We have some new tactics in mind to boost morale which we hope you like, including weekly pipeline meetings. Also watch for our "Humor Corner", "Guess the Baby" contest, "Late Day Monday", "Take the Picture", "Dress Code - Ugly Tie, Ugly Pants and Ugly Sweater" awards and "Bring Your Smile to Work," Employee of the Month and "Our Top Gun of the Month and Year" awards.

We intend to do a reconfiguration of our entrances, signage, telephone lines, emails, new business cards, stationary, brochures and all that 'stuff that goes with it'. We'll be requesting new employee packets to be prepared and accordance with State Banking requirements that includes your authorization to redo background, credit and reference checks so we can be fully compliant. We will be planning a small function to discuss all of this.

We want you to know and always remember we operate by the Golden Rules and are very excited about our new vision and goals.

Sincerely,

Larry Malanfant

Mary Olson



# For Achiever's Only



Daring ideas are the chessmen moved forward; they may be beaten, but they may start a winning game.

*Goethe*

## SINCERITY

The most exhausting thing in life, I have discovered, is insincerity

*Anne Morrow Lindbergh*

It takes a lot of things to prove you are smart, but only one thing to prove you are ignorant.

*Don Herold, Humorist*

## PRACTICE

If I miss one day's practice, I notice it. If I miss two days, the critics notice it. If I miss three days, the audience notices it.

*Ignacy Paderewski, Polish concert pianist*

The greatest pleasure in life is doing what people say can't be done.

*Advertising from Northern Trust Business Banking*

## PERSISTENCE

Persistence is what makes the impossible possible, the possible likely, and the likely definite

*Robert Half, executive*

## BATTLE

You may have to fight a battle more than once to win it

*Margaret Thatcher*

I tell them that if you stay committed, your dreams can come true. I'm living proof of it. I left home at 17 and had nothing but rejections for 25 years. I wrote more than 20 screenplays, but I never gave up.

*Michael Blake, author of Dances With Wolves*

*"The secret to all victory lies in the organization of the non-obvious"*

Marcus Aurelius



## How Devious Are You?

Published originally in the 15th century, Niccolo Machiavelli's book, *The Prince*, discussed the use of manipulation and power as a technique for controlling other people. The term "Machiavellian" has come to be used to describe devious, manipulative people who are motivated only by their own self-interest.

How Machiavellian are you? This test may help you find out. Respond to each statement below by using the following scale:

- 1 = Disagree Strongly
- 2 = Disagree mildly
- 3 = Neutral; no opinion
- 4 = Agree mildly
- 5 = Agree strongly



- \_\_\_\_\_ 1. The best way to handle people is to tell them what they want to hear
- \_\_\_\_\_ 2. When you ask someone to do something, it's better to give the real reasons than reasons that might carry more weight
- \_\_\_\_\_ 3. Anyone who trusts anyone else is asking for trouble
- \_\_\_\_\_ 4. It's hard to get ahead without cutting corners a little
- \_\_\_\_\_ 5. It's safest to assume that everyone has a vicious streak that will come out if given the opportunity
- \_\_\_\_\_ 6. You should act only when your action is morally right
- \_\_\_\_\_ 7. Most people are basically good and kind
- \_\_\_\_\_ 8. There is no excuse for lying
- \_\_\_\_\_ 9. Most people get over more easily the death of a parent than the loss of a property
- \_\_\_\_\_ 10. Most people won't work hard unless they're forced to

See your results in the next issue

# Watch For Our New Combined Website



Over the last month or so, we have been working on the new Venture Commercial website.

With a completely new look and much more user friendly menus, we are looking forward to potential clients being able to access lots of useful information about us and our industry and the ability to contact us informed and ready to go.

Loan program details with printable information, online forms and submission checklists are the first steps in making the loan process more approachable and painless for both the clients and us.

Next is to create the Residential dedicated part of the site that will provide the same great information and client

needs at everyone's fingertips.

We will be soon be scheduling a time for a photo shoot for individual pictures for each employee to add to the site.

This new site will create a strong presence on both sides of the real estate market that will bring more clients to the table and the potential profits as worldwide as the web.

## Tech Tips

E-mail messages often contain data you use to generate new appointments and tasks. If you print those messages or write up a post it note to transfer or remember it.... STOP!

When you receive a message that contains this type of information, simply drag the message from the message list to the Calendar or Tasks shortcut near the bottom of your navigation pane. (Outlook will copy the message and open a new form, accordingly, filling in the new form's Subject text with the e-mail's subject. In addition, Outlook

copies the message text, including the header.

You must set date, time, and scheduling options, but dragging the message to the appropriate shortcut gets you started without having to open another application window. When you're done, click Save and Close. Even if you delete the actual message, you still have it saved in the new appointment or task.

Soon, the Venture network will be fully accessible as a shared



drive, and the vast amounts of company resources will be available and can be tapped by each employee at each desk.

We have loan templates, loan history and comparison files, lender database, bank comparisons, industry articles and training files which is just a tip of the iceberg.

We are definitely looking forward to the exchange of knowledge that will let all of us work smarter, not harder.

*"To err is human, but to really foul things up it takes a computer"*

Futures	Last	Change
Oil	41.83	-0.80
Gas	5.56	-0.314
Gold	856.1	14.40
Silver	11.09	0.01
Copper	147.15	-4.00

## Rates Today

Leading Interest Rates	This week	Month ago	Year ago	Treasury securities	This week	Month ago	Year ago
Prime Rate	3.25	4.00	7.25	Five-Year Treasury Constant Maturity	1.55	1.63	3.29
Federal Discount Rate	0.5	1.25	4.75	Ten-Year Treasury Constant Maturity	2.24	2.66	3.94
Fed Funds Rate (Current target rate 0-0.25)	0.25	1.00	4.25	One-Year CMT (Monthly)	0.49	1.07	3.26
11th District Cost of Funds	3.155	3.125	4.172	One-Year MTA	1.823	2.053	4.522
LIBOR Rates				Mortgage Rates	This week	Week Ago	Year ago
1 Month LIBOR Rate	0.42	1.64	4.41	30-year Mortgage, Fixed	5.44	5.36	5.66
3 Month LIBOR Rate	1.41	2.16	4.51	15-year Mortgage, Fixed	5.11	5.15	5.19
6 Month LIBOR Rate	1.77	2.53	4.33	Jumbo Mortgages	6.93	6.87	6.70
1 Year LIBOR Rate	2.02	2.69	4.05	5-year ARM	5.87	5.86	5.46
	Yield/Rate %		52 Week		Compared to US Dollar		
LIBOR Swap	Last	Week Ago	High	Currency	Current	Month Ago	% Chg
Two year	0.42	1.64	4.41	Canadian Dollar	1.1926	1.2377	11.62%
Three year	1.41	2.16	4.51	China Renmimbi	7.751	6.8505	-3.78%
Five Year	1.77	2.53	4.33	Mexican Peso	13.479	13.58	-0.75%
Ten Year	2.02	2.69	4.05	Euro (in dollars)	1.3661	1.2608	7.71%



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## Who's Who Within Venture?

- Lawrence Malenfant - Chairman
- Mary Olson-Vice - Chairman
- Kurt Peterson - President
- Randall Webb - Executive Vice President
- Brett Behnke - Vice President
- Giovanna Fox - Controller
- Michelle Kornelly - Executive Assistant

AND

The RMR Group motivated and  
exciting individuals to join our  
team soon!!



**We Solve Financial Problems**

## Employee Spotlight of the Month

Kurt joined Venture Commercial Mortgage in 2006 from Chicago, IL where he worked for three years as a Commercial Loan Officer with LaSalle Bank/ABN AMRO and successfully managed a loan portfolio of over \$50,000,000. While at LaSalle, he completed their selective Credit Training Program and subsequent rotational Loan Officer Program. Moving to Arizona and joining our team in July 2006, Kurt brings experience in credit analysis, sales, business development and communication skills.

His educational background includes a Bachelor of Arts Degree in Finance and Economics from the University of Illinois, Urbana-Champaign. He worked his way

through his University years as a sales consultant at two high-volume Chicagoland automobile dealerships being certified in Professional Auto Sales, as well as Finance and Insurance Management. He also interned in the Public Relations department for the Arizona Rattlers of the Arena Football League.

As our President, Kurt is directed with the continual development of our lender platform, budgeting and forecasting, reviewing internal cash flow, underwriting and analysis of various loan submis-

sions, monitoring internal compliance files, handling construction and development draw requests, as well as overseeing our IT function and office staff.



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