

Kathleen Hall, President

Kathleen M. Hall began her finance career in 1974 serving as a branch manager for a division of Transamerica Financial in South San Francisco, California. At that point in time, Ms. Hall was ahead of her era as the only woman manager in the State of California throughout 75 offices. She maintained her successful career by having one of the top producing offices in both Northern and Southern California. She continued her successful career with Transamerica Financial for over nine years.

After taking time out to raise her family, she found herself back in the finance field as a Loan Originator for Citizens Mortgage Company, a Nevada Corporation in 1996. By the end of 1997, she was recognized as the Top Producing National Loan Officer (19 states in all). She was honored with the same National Award annually until she purchased the same company along with her partner, Jeffrey C. Billins in February 2000. In 2005, Kathleen recognized a shift in the lending parameters by making a decision to create a Commercial Lending Consulting Business, CMI Commercial Investment Company, Inc. Since that time, she has fine-tuned her commercial lending skills and has formulated an underwriting system named CMI Express; which underwrites for nearly 200 investors, including: lenders, hedge funds, insurance companies, private investors, and hard-money lenders. However, with restrictions to the industry's commercial lending in years 2007-2008, Ms. Hall acknowledge the need to secure additional direct funding sources outside the typical banking parameters; thereby adding Private Investors, Investing Groups, Trust Funds, Hedge Funds, 144A Bond Financing, Humanitarian Funds, etc. She successfully secured numerous investors and continues to secure additional financing options for her company's use. Currently, Kathleen has personally trained over 80 National Sales Executives producing volume for CMI from the West Coast to the East Coast. In addition, CMI has contracted with a large Midwest Bank to accept the bulk of their commercial lending. CMI specializes in loans from \$10M - \$Billions, with particular concentration in loans beginning at \$100 Million for Humanitarian purposes including: Alternative Energy, Traditional Energy, Green Projects, Technology, Water Purification, Food Production and Manufacturing. Having as many avenues for CMI's projects available, is the successful tool for their closings and steady stream of business. Ms. Hall also believes CMI stands out from numerous other consultants by training her Account Managers in a particular Market Segment and Sales Focus stating, "This is an extraordinary difficult lending market. Why not choose a specialty that we can finance successfully?" Kathleen is proud of CMI's consistent growth in an extremely volatile market. In spite of the swift changes in the lending parameters, CMI has grown by adding divisions within the CMI Capital Group's umbrella including; CMI Commercial Investment Company, CMI Select Solutions, CMI Green Light Film Finance, CMI Select Projects, Royal Palm Business Capital and CMI Luxury Lending. She credits CMI's success to her knowledgeable, driven and dedicated team she works with daily in her home office (located in Bonita Springs, Florida) along with their pooled creative and resourceful talents. CMI Commercial Investment Company is a division of CMI Capital Group, Inc.