

People in Focus

William Paton, Lending Manager



Bill Paton

As a Lending Manager, William (Bill) Paton is responsible for the overall performance of Alloya Corporate's loan portfolio and related liquidity products. Bill oversees the underwriting, origination and closing of all loans, and has a keen focus on member service as well as the present and future health of the corporate's balance sheet as related to its loans.

We recently sat down with Bill to discuss Advised Line of Credit, term and participation loans – and shot selection on the basketball court.

What does an Advised Line of Credit afford members?

In one word: flexibility. Our Advised Line of Credit is truly a flexible liquidity management tool to help members meet their liquidity needs. Whether they need funds overnight to cover operations or for five years to hedge interest rate risk our Advised Line of Credit meets that need.

What is the process to test a Line of Credit with Alloya?

This can be done in one of two ways. First, via Premier View, a member can log onto their account and complete a loan-to-share transfer. The following day, the member can then go into Premier View and payoff the loan and interest via a share-to-loan transfer. Second, a member may call our Lending Department at (800) 253-0053, option 3, and speak to any one of the department members who will advance the loan for the credit union, which is generally done as a one day term loan with an automatic payoff the following day.

For a credit union looking to fund an immediate need – how can term loan opportunities help?

Term loans are funded most of the time within minutes of a request and thus really fit that immediate need. Personally, I

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Keynote Speaker: John Baldoni Announced for the Credit Union Executive Leadership Symposium



John Baldoni

An internationally recognized consultant, author and speaker, John Baldoni is a highly sought after executive coach and leadership director who has worked with senior leaders in virtually every industry – and this September, he will have an audience with credit unions at the Credit Union Executive Leadership Symposium set for September 7-9.

Baldoni is the chair of the leadership development practice at N2Growth, a global leadership consultancy specializing in executive search and organizational/leadership development, and he teaches in an MBA program at the Ross School of Business at the University of Michigan. He has written more than a dozen books that have been translated into 10 languages – his most recent release, titled **“MOXIE: The Secret of Bold and Gutsy Leadership”** has earned a coveted four-star review rating from Success Magazine. He has also authored more than 500 leadership columns for a variety of online publications, including Forbes.com, CBS/MoneyWatch and The Washington Post.

In 2016, Trust Across America named John one of its top thought leaders for the third consecutive year. In 2014, Inc.com named John to its list of top 50 experts for leadership and management. And since 2007, Global Gurus has listed John as one of its top 30 leadership experts.

For more information on this year's symposium, please contact your Senior Business Consultant.

Premier View Milestone: 10 Million Transactions

On February 2, 2016, Thornapple Credit Union in Michigan logged in to Premier View to complete a member-to-member transaction. To their surprise, they helped Premier View – Alloya Corporate’s secure, single-point access and settlement for credit union transactions – reach a significant milestone: its 10 millionth transaction!

“With its ease of use and the security it provides for electronic services, Premier View has made our operations more efficient – allowing us to focus on our members,” said Amy Byers, CEO, Thornapple Credit Union. “For a fairly small credit union of \$22 million, we are able to offer our members all the products and services offered at a larger institution – and as a valued partner, Alloya has played a key part in our success.”

Implemented in 2007 – Premier View was launched to help member operations become easier and more efficient. “After nine years, Premier View has consistently proven to be an A+ member facing tool,” said Alloya’s Timothy Bruculere, Senior Vice President, Membership.

“Without Premier View, credit unions would need to establish multiple vendor relationships, maintain several financial accounts, and administer complicated procedures involving user access, security and segregation of duties. Fortunately, members have one location for all of these transactions,” said Bruculere.

About Thornapple Credit Union:

Located over 120 miles west of Detroit, Michigan with branches located in Delton and Hastings – Thornapple had a very successful 2015 with over \$4 million in loan growth and over \$3 million in asset growth. With an increased membership and staff size, they added many great new products and services focused on their members’ convenience.

“Our team believes in helping every member reach financial success,” said Byers. “It’s our goal not to use the word ‘no.’ We might have to say, ‘let’s create a credit repair plan, and if you follow it with our help, then yes’ or we might say, ‘we can offer you this instead.’ Serving our community is not only our job, it’s our passion.”



Thornapple Credit Union celebrates Premier View’s milestone. Pictured above is Cassy Thayer, Operations Manager who completed the 10 millionth transaction and Amy Byers, CEO.

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think the best time to explore a term loan as an option is when a credit union knows that they’ll need the funds for an exact period of time.

Loan participations are taking off at Alloya – what is the program’s key strength?

Yes, participations are taking off, and both members and non-members can reap the benefits. The strength of the program is that we work for both the buyers and sellers, bringing them together in a network of credit unions working together to help meet their respective balance sheet needs. Alloya assists both buyers and sellers in understanding the transaction completely. We feel this transparency is a strong point of our program. Interested credit unions will need to contact us directly for eligibility requirements.

Outside of work you coach basketball – what motivations do you use to get the most out of your players?

I coach 17 and 18 year old students who either play basketball as a second sport or have never played competitively before. For the kids who have never played competitively, I try to get them to understand the fundamentals of the game. For the players who are going on to play collegiate athletics in another sport, I focus on game management and the importance of teamwork. It’s very rewarding to see a young person develop their skills during a long season, on and off the basketball court – and I’ve learned just as much from coaching my players as they have hopefully learned from me.