

**CHRISTOPHER J. WASIK**  
4600 East Sunset Road  
# 276  
HENDERSON, NEVADA 89014  
(702) 283-7500

**EXPERIENCE**

<i>2/03 to Present</i>	<p>OHIO SAVINGS BANK <span style="float: right;">Cleveland, OH</span></p> <p>➤ <b>Business Development Representative</b></p> <p>Responsible for maintaining/developing Ohio Savings' presence in the Las Vegas wholesale mortgage market. Cultivated originations from existing/new correspondents to an avg. \$30mm/mo. Established strong relationships w/ PMI and MGIC account execs and contract underwriting staff. Instrumental in training/supporting LOs and back office staff in use of Ohio's proprietary web based (GEMSTONE) submission processes/procedures.</p>
<i>5/02 to 1/03</i>	<p>WASHTENAW MORTGAGE COMPANY <span style="float: right;">Ann Arbor, MI</span></p> <p>➤ <b>Wholesale Account Executive</b></p> <p>Maintain and develop wholesale mortgage loan market. Train L/Os on use of proprietary internet loan submission system.</p>
<i>2/00 to 5/02</i>	<p>COX ENTERPRISES' GREATER NEVADA AUTO AUCTION <span style="float: right;">Las Vegas, NV</span></p> <p>➤ <b>Technology Software Sales</b></p> <p>Responsible for developing/maintaining outside sales territory (Southern CA, Northern AZ, Southwestern UT) including demonstration/sales, installation, training &amp; support of proprietary auto dealer software programs. Maintained lowest cost of sales in Tech Sales Dept., in top 5% sales for region. Appointed to American Diabetes Assoc. fundraising committee.</p>
<i>2/96 to 2/00</i>	<p>NORTHERN PACIFIC MORTGAGE <span style="float: right;">Las Vegas, NV</span></p> <p>➤ <b>Mortgage Broker</b></p> <p>Responsible for originating FHA/VA, Conventional, Conforming and Non-Conforming 1<sup>st</sup> and 2<sup>nd</sup> mortgages. Devised, developed, implemented branch telemarketing campaign. Trained, managed telemarketing staff of 12.</p>
<i>5/92 to Present</i>	<p>CARPET WHOLESALERS <span style="float: right;">Morton Grove, IL</span></p> <p>➤ <b>Chief Investment Officer</b></p> <p>Responsible for analysis and trading of corporate equity, debt portfolio. Advising President / C.E.O. on personal and family equity, debt and R.E. holdings.</p>

	LONDON SCHOOL OF INVESTMENTS / COLLEGE OF INVESTORS, N A	Oak Park, IL
6/92 to 3/93	➤ <b>Director of Program Development and Marketing</b> Developed seminar In conjunction with the C.B.O.E. Options Institute. Increased enrollment by 18 percent over twelve months.	
9/91 to 6/92	➤ <b>Senior Options Instructor</b> Instructed students and staff in stock and stock index option trading principles. Contributed updates for Options chapters.	
3/91 to 9/91	➤ <b>Senior Course Instructor</b> Solicited prospective students for enrollment. Provided personal instruction of Stocks & Options Training Course.	
1/91 to 6/91 4/89 to 12/90	MERCHANT'S TRADING COMPANY ➤ <b>Assistant manager S&amp;P 500 Trading Desk</b> ➤ <b>Phone Clerk, Livestock / Currency Trading Desk</b> ➤ <b>Contributing Financial Writer, Country Post Magazine</b>	Chicago Mercantile Exchange
1/89 to 4/89	PREFERRED CAPITAL GROUP, INC. ➤ <b>Vice President, Private Placement Markets</b> Devised, developed, implemented corporate sales campaign targeting accredited investors. Managed, trained staff of 6 senior account executives.	Mount Prospect, IL
5/88 to 12/89	➤ <b>Senior Account Executive</b> Executed largest single non-institutional, private investor order (250,000 shares) in corporate history.	
3/81 to 5/88	EXECUTIVE SERVICE, INC. ➤ <b>Managing Consultant</b> On site development, management of all corporate executive level accounts; Gary Fencik's HUNT CLUB, DITKA'S, PALMER HOUSE HILTON, HOLIDAY INN CROWNE PLAZA. Managed staff of 18 Site Consultants.	Hoffman Estates, IL
6/80 to 2/81	B. GINNINGS, LTD. ➤ <b>Vice President, General Manager</b> Maintained daily operation budget, P&L. Managed radio, print media ad campaign in conjunction with WXRT, WLUP marketing staff. Planned, booked national talent in conjunction with JAM PRODUCTIONS.	Schaumburg, IL
5/77 to 6/80	➤ <b>Assistant General Manager</b> Managed, trained full/part-time staff of 37. Maintained entire operating inventory. Maintained employee scheduling, rotation.	

## EDUCATION

Divine Mercy College <b>BS Economics</b> <b>BS Sociology</b>	Oxon, England
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Language Skills : **ENGLISH, POLISH**  
Licenses: **NASD S 7, S 63 - NYSE S 7**

821 0005 Wasik, Christopher J.

Profile Report  
Self Adjustment Role  
4-8 weeks ago

Description of Strengths: (RED Color Code) Results oriented, candid, persistent, skillful with people particularly if in control, big picture, flexible, timely decision maker, wants to accomplish goals through people on schedule, very determined when mind is made up, delegates details, holds on to authority, friendly, likes to be challenged early to accomplish results, timing is important.

Combination of Strengths: D/E: Candid, teller, analytical, creative. D/S: Very independent, very self-confident. P/S: Less care to details or structure. P-D: Very persistent, determined.

Motivation by Strengths: D: control, challenge, money E: opportunity, recognition, status P: harmony, cooperation, timing -S: independence.

Communication by Strengths: You appreciate people who are candid, discuss ideas, allow you to make decisions and determine your own schedule.

Logic: Intuitively oriented.

Note: Additional information is available at [www.strengths.com](http://www.strengths.com)

LAS VEGAS 06/22/12

MBS, Inc. \* 11810 Quivira Rd. \* Overland Park, KS 66210 \* (913)469-6700 \* Fax: (913)469-6286

PREDICTIVE INDEXe REPORT  
SUMMARY OF PREDICTIVE INDEX RESULTS

Name . No.  
occupation Job Code . Department Status . . Type . . .

CHRISTOPHER J. WASIK  
Survey ID No. 2219  
Survey Date: 6/15/12  
PI Pattern: P36

CHRISTOPHER is an engaging, stimulating communicator, poised and capable of projecting enthusiasm and warmth, and of motivating other people. He has a strong sense of urgency, initiative and competitive drive to get things done, with emphasis on working with and through people in the process. He understands people well and uses that understanding effectively in influencing and persuading others to act.

Impatient for results and particularly impatient with details and routines, CHRISTOPHER is a confident and venturesome “doer” and decision-maker who will delegate details and can also delegate responsibility and authority when necessary. CHRISTOPHER is a self-starter who can also be skillful at training and developing others. He applies pressure for results, but in doing so, his style is more “selling” than “telling”.

At ease and self-assured with groups or in making new contacts, CHRISTOPHER is gregarious and extroverted, has an invigorating impact on people, and is always “selling” in a general sense. He learns and reacts quickly and works at a faster-than-average pace. Able to adapt quickly to change and variety in his work, he will become impatient and less effective if required to work primarily with repetitive routines and details.

In general terms, CHRISTOPHER is an ambitious and driving person who is motivated by opportunity for advancement to levels of responsibility where he can use his skills as team builder, motivator and mover.

MANAGEMENT STRATEGIES:

To maximize his effectiveness, productivity, and job satisfaction, consider providing CHRISTOPHER with the following:

\* Opportunities for involvement and interaction with people.

- \* Some independence and flexibility in his activities.
- \* Freedom from repetitive routine and details in work which provide variety and change of pace.
- \* Opportunities to learn and advance at a fairly fast pace .
- \* Recognition and reward for communications and leadership skills demonstrated.
- \* Social and status recognition as rewards for achievement.