



## GET REDD CONSULTING

### DRIVING VALUE FOR FINANCIAL INSTITUTIONS

With 25 years of banking expertise, Liudmila Esquerdo brings unparalleled value to community banks and credit unions through Get Redd Consulting.

Specializing in business development, administration, and Small Business Administration (SBA) lending, she transforms institutions by unlocking new revenue streams, streamlining operations, and fostering sustainable growth. Her deep knowledge of SBA 7(a) and 504 programs, combined with a client-focused approach, makes her an indispensable partner for financial institutions aiming to thrive in a competitive landscape.

Liudmila's extensive experience spans loan origination, portfolio management, and strategic planning, giving her a comprehensive understanding of what drives institutional success. "SBA lending is a powerful tool for supporting small businesses and boosting bank profitability, but it's often underutilized due to complexity or lack of expertise," she explains. Get Redd Consulting addresses this gap by delivering tailored solutions that empower clients to confidently expand their SBA portfolios.

What sets Liudmila apart is her genuine desire for connection and her ability to add measurable value, "I don't just consult — I invest my heart into every business I work with. I genuinely care about the people and the vision behind each company, and I approach every project with loyalty, passion, and a true commitment to helping them thrive."

As a consultant, Mila crafts customized strategic plans that align with each institution's goals, ensuring they can scale their SBA lending programs efficiently. By developing robust policies and procedures, she minimizes risk and ensures compliance, saving clients time and resources. Her secondary market strategies are a game-changer, enabling banks to sell SBA loans for premium returns, significantly boosting fee income. "I help clients turn SBA lending into a profit center, not just a service," she says.

Liudmila's hands-on approach amplifies her impact. She trains staff to master SBA processes, from loan structuring to documentation, fostering in-house expertise that reduces reliance on external resources. Her workflow optimizations streamline operations, cutting processing times and enhancing customer satisfaction.