



The Allegacy Impact Ecosystem

Leveraging Strategic Pipelines for Regional Dominance

Presented by

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Business Development Manager Candidate

MY VALUE PROPOSITION:

"I don't just bring ideas. I bring proven relationships, tested strategies, and a pipeline already in motion. I will make Allegacy essential to this region."

The Regional Opportunity

The Growth Corridor: Palladium to University District

Why This Region, Why Now?

1

Palladium District Growth

High-density professional and residential development creating thousands of new households

2

University Enrollment

35,000+ students at NC A&T and UNCG approaching their "first financial decision" moments

3

GHA Transformation

Greensboro Housing Authority residents actively building toward homeownership through FSS

4

Transition Demographics

Thousands moving from renting to owning, from student to professional, from saving to investing

THE BOTTOM LINE: This is not just growth - it's a generational opportunity to capture lifetime members at their moment of decision.

Priority 1: The "Wealth Engine"

Greensboro Housing Authority & Family Self-Sufficiency Program



My Existing Relationship:

At Revity, I helped engineer the High-Yield CD savings program for FSS participants. I have a seat at the table at Claremont Courts - not just a contact, but an active partnership.

THE STRATEGY:

"Savings-to-Legacy" CD Program

High-yield savings for FSS escrow accounts

Credit Builder Accelerator

Help participants build credit for better rates

500+

FSS Participants

\$5K-\$15K

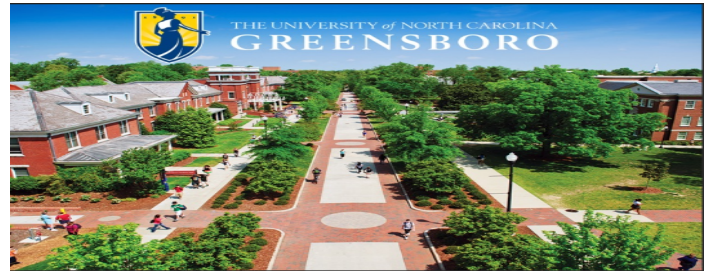
Avg Escrow Savings

85%

Want Homeownership

Priority 2: The "University Hub"

NC A&T State University + UNC Greensboro Strategic Pipeline



35,000+ Students = 35,000 Future Members

INNOVATIVE STRATEGIES:

NEW

"First Dollar" Digital Onboarding

QR codes at orientation for instant account setup with \$25 bonus

NEW

Peer Ambassador Program

Train student leaders to recruit peers with incentives

NEW

Financial Wellness Score

Gamified app feature students track like a fitness score

PROVEN

GHOE Pop-Up Banking

High-visibility presence at homecoming (50,000+ attendees)

PROVEN

Graduation Milestone Program

Auto loan & credit card offers timed to graduation



Priority 3: Employer Pipeline Program

Capturing Members Through Workplace Partnerships

THE INNOVATION:

Most credit unions wait for members to walk in. I propose we GO TO THEM. Partner with major employers for direct deposit incentives, on-site enrollment, and HR partnerships.

Target Employers:

REYNOLDS AMERICA

High-impact target (needs massaging)

TOP PRIORITY

WAKE FOREST UNIV

Better penetration goal

8,000+ students/staff

HABITAT FOR HUMANITY

Community partnership

Mission alignment

CHAMBER MEMBERS

Guilford Merchants Assoc.

Business network

THE APPROACH:

- > On-site enrollment during open enrollment periods
- > \$100 direct deposit bonus for new members
- > Payroll deduction savings programs
- > Financial wellness workshops as employee benefit

The Digital Advantage

Meeting Members Where They Are - On Their Phones

Students and young professionals are mobile-first. Allegacy's digital strategy must meet them there.

PROPOSED DIGITAL INNOVATIONS:

Financial Wellness Score Gamified score tracking savings habits. Students compete with friends.	5x app engagement
"Round-Up" Micro-Savings Every purchase rounds up. Difference goes to savings automatically.	\$500+/yr savings
Instant QR Enrollment Scan QR at events, account created in 60 seconds. No paperwork.	10x event signups
Financial Education Library Short-form video content teaching budgeting, credit, investing.	Brand loyalty

The 90-Day Launch Plan

From Day One to Regional Dominance

Days 1-30 **IMMERSION**

- > Audit current business relationships
- > Attend Chamber & Guilford Merchants Association meetings
- > Establish bi-weekly GHA presence at Claremont Courts
- > Map university student life offices at NC A&T, UNCG, Wake Forest

Days 31-60 **ACTIVATION**

- > Secure meetings with 5-10 prospective businesses
- > Begin strategic outreach to Reynolds America
- > Launch "First Dollar" QR enrollment at universities
- > Initiate Habitat for Humanity partnership discussions

Days 61-90 **RESULTS**

- > Secure 1 high-impact partner (target: Reynolds America)
- > Wake Forest University member growth campaign
- > Measure pipeline results & present strategic plan
- > Prepare for GHOE major activation

Why Tavoires Vanhook?

I Don't Just Have Ideas - I Have Proof

Existing GHA Relationship

Engineered the High-Yield CD program at Revity for FSS participants. I already have a seat at Claremont Courts.

Community Integration

As founder of EchoDeed, I work with Eastern Guilford schools, understanding how to build trust in diverse communities.

University Connections

Active relationships with NC A&T community through local business development and youth mentorship.

Digital Innovation Mindset

Built EchoDeed from scratch - a mobile-first platform that engages students and drives behavioral change.

Results-Driven Approach

Every strategy I propose comes with measurable targets and accountability. No vague promises.

MY COMMITMENT:

"I will make Allegacy the default financial partner for every person in transition in the Palladium region. Not through advertising - through essential integration into the moments that matter most."



Let's Build This Together

The pipeline is ready. The relationships are built.
The only question is: How fast do we want to grow?

35,000+

University Students

500+

GHA FSS Participants

40,000+

Regional Employees

= Your Future Members

YOUR PRIORITIES - MY PLAN:

- > Audit current business relationships & attend Chamber/Merchants Association meetings
- > Secure 5-10 prospective business meetings to land 1 high-impact partner
- > Strategic approach to Reynolds America, Wake Forest University, Habitat for Humanity
- > Connect the gaps with a comprehensive strategic plan

Tavores Vanhook

Business Development Manager Candidate

Ready to start on Day One.