

WESTERN NATIONAL BANK

Arizona's Real Estate Bank

What do you get when you blend old fashioned customer service, real estate expertise and cutting-edge banking technology? Arizona's real estate bank: **Western National Bank.**

Western National Bank is headquartered in the heart of the state's real estate community in the Esplanade at 24th Street and Camelback. With hundreds of real estate professionals and small business owners as initial investors, virtually everything Western National Bank does is designed to help drive Arizona's real estate and small business engines.

"It's no accident that the real estate community was very involved in our initial \$12 million capitalization 18 months ago," said William D. Hinz II, the bank's president and CEO. "Now moving forward with \$125 million in assets, we credit our growth and success to the relationships we have with real estate professionals and business owners throughout Arizona."

Western National Bank's commercial loan team consists of executive vice president Kevin Kinerk and Greg DiDonna, Ed Whipple, Scott Stemm and Kyler Kienholz. The bank has also added a mortgage lending department, headed by Josh Cook, which provides a wide variety of competitive mortgage products.

"Whether it's one of these lenders, or one of our incredible operations officers such as Marian Creel or Karin Hill, our customers put a lot of value in the personal attention we give to their banking needs," Hinz said.

The bank has taken a creative approach to meeting its customers' needs. Since drive-through tellers are not permitted at the Esplanade, Western National Bank is the first and only bank in America to offer Kiosk BankingSM, which provides curbside teller service for customers who don't want to get out of their car to conduct banking transactions.

Western National Bank has also created Cash Pads™: bound \$2, \$5 and \$10



Western National Bank's loan team (Pictured left to right): Seated, Ed Whipple and Scott Stemm. Standing, Greg DiDonna, Kyler Kienholz, Kevin Kinerk and Josh Cook.

bills that give customers an innovative and fun way to carry their cash.

Remote deposit technology allows customers at their own place of business to scan checks for immediate credit into their account without ever having to go to the bank. Customers may also utilize the very latest in internet banking services, which combine an array of secure products and services with the ease of the internet. Western National Bank's business customers can also make deposits at any Wells Fargo branch location.

Doug Reynolds, executive vice president and chief credit officer, said the remarkable growth the bank has seen so far is just the beginning with \$200 million in assets expected by the end of next year.

Western National Bank has also recently formed a new division, Specialty Markets Banc, to meet the banking needs in the commercial proper-

ty management industry. Helping build the new company is Bryan Kort.

"Specialty Markets Banc provides an exceptional combination of industry expertise, innovative technology, personal attention, and customized solutions to benefit property management companies of any size," Kort said. "Since the Specialty Markets Banc customer service team is dedicated exclusively to property management companies, we can customize our products and service levels to meet our customers' individual needs."

Specialty Markets Banc's offerings include a variety of deposit options, lockbox services, check imaging and numerous credit and loan options.

Western National Bank is located in the Esplanade at Camelback and 24th Street at 2525 E. Camelback, Suite 100. The bank's phone number is (602) 553-7444 and the web address is www.wnbank.com.

