

Louie W Strum III... MERGING LEGAL EXPERTISE WITH STRONG BUSINESS
ACUMEN TO OPTIMIZE EFFICIENCY AND PROFITABILITY

• louiewstrum3@gmail.com

Financial Services Attorney and Legal Department Manager with special expertise in risk management, compliance, litigation management, capital markets, securitization, and drafting/negotiating contracts across banking, mortgage banking and related businesses. Articulate communicator and relationship-builder able to translate highly complex legal concepts into clear and concise language. Change catalyst who leverages technology and information systems to drive efficiency; trusted advisor with a participative management style who builds, inspires and motivates top-performing teams with high morale.

- **Operating Efficiency/Cost Control/Profit Enhancement** – Centralized compliance policy, litigation, risk mitigation, contract review and loan origination across nine independently operated and geographically dispersed mortgage company subsidiaries, improving reporting, cycle times and customer satisfaction, while delivering first-year increase in profitability of 30%.
- **Risk Management/Revenue Optimization** – Negotiated amendments to outsourcing agreements with major financial institutions to transfer risk on mortgages issued to high-net-worth clients through corporate and trust entities to issuing organizations, minimizing exposure to PHH, and generating new net revenue of \$1.75M in 2013 and \$2.5M in 2014.
- **Technology-Driven Efficiencies** – Built cloud-based database to track requests to legal team, eliminate redundancies and create accountability. Reduced headcount by 50% and increased productivity by a multiple of 10.

Legal and Management Expertise that Delivers Stakeholder Value

- Contracts | Negotiations
- Litigation
- Corporate Governance
- Operations Management
- Risk Management
- Dispute Resolution
- Outsourcing | Offshoring
- JVs | M&As | Divestitures
- Due Diligence
- Corporate Law
- Revenue | Profit Enhancement
- Policies | Procedures
- IT | Information Management
- Cost | Expense Containment
- Legal | Regulatory Compliance
- Analytics
- Employee | Labor Relations
- Team Building | Leadership
- Written | Verbal Communications
- Comprehensive Research
- Real Estate

Building and Leading Legal Departments that Advance Overall Business Mission and Goals

LAW OFFICE OF LOUIE W. STRUM III, Ponte Vedra Beach, FL **PRINCIPAL**

2015 – Present

Provide legal expertise and advisement to mortgage banking industry, including regulatory compliance matters, contracts, banking law, corporate governance, and litigation management.

- Drive solutions to complex loan transaction scenarios on a transactional basis by drafting customized loan documentation and disclosures based on the particulars of proposed deal structures.
- Highly valued by private equity investors for views on the regulatory and operational strengths of targeted mortgage banking companies.

PHH MORTGAGE CORPORATION, Jacksonville, FL

2001 – 2015

DEPUTY GENERAL COUNSEL | VICE PRESIDENT (2011 – 2015)

VICE PRESIDENT | ASSISTANT GENERAL COUNSEL (2001 – 2010)

Joined company upon Cendant's acquisition (and subsequent spin-off) of Merrill Lynch's mortgage assets to elevate organization's level of sophistication, managing team of up to 20. Provided comprehensive legal support for mortgage loan originations, servicing matters, litigation management and capital markets contracts, including securitizations, research and drafting of new loan products, and enhancements. Led corporate governance functions and contract negotiations, and ensured regulatory compliance (including RESPA, TILA, ECOA, FDICPA, CFPB, etc.) across organization and eight subsidiary companies.

- Served as liaison and lead counsel for contract negotiations and regulatory affairs for private label clients, such as Bank of America, Merrill Lynch, Goldman Sachs, Morgan Stanley, UBS and HSBC.
- Managed technology aspects of spin-off from Cendant; participated in 2004 IPO.
- Structured complex JV comprised of eight subsidiaries; introduced centralized compliance infrastructure.
- Instituted internal process within Legal Department that generated \$2.5M in annual revenue.
- Spearheaded creation of automated management system, which significantly improved interactions between legal staff and other business units.
- Recovered \$1.5M from counterparty, averting litigation and resolving dispute.

MERRILL LYNCH CREDIT CORPORATION/LENDER'S SERVICE, INC.

1995 – 2001

SENIOR COUNSEL AND COMPLIANCE MANAGER | VICE PRESIDENT

MERRILL LYNCH CREDIT CORPORATION, Jacksonville, FL (1998 – 2001)

Returned to Merrill Lynch following divestiture of LSI to provide legal guidance on strategic initiatives, including alliances, intellectual property matters, product development and affiliate transactions. Monitored federal and state legal developments; managed organization's licensing and examination functions. Directed team of 11.

- Designed and executed organization's first-ever nationwide compliance program to ensure adherence to individual state and federal requirements, as well as to mitigate company risk. Passed all state examinations with no exceptions.
- Managed Quality Assurance program and external auditors.
- Provided legal support for key initiatives, such as the implementation of company's ecommerce mortgage shopping site – the first online consumer application process; partnered with outside counsel on securing patent.

GENERAL COUNSEL | EXECUTIVE VICE PRESIDENT

LENDER'S SERVICE, INC. (LSI), Pittsburgh, PA (1996 – 1998)

Promoted and relocated to Pittsburgh as General Counsel of recently acquired and wholly owned subsidiary. Directed all legal, compliance and corporate governance matters for country's largest independent title insurance, appraisal management and settlement service provider. Remained with company until divestiture (sale) of company, returning to Merrill Lynch.

- Ensured company's legal programs and policies were in full compliance with Merrill Lynch requirements.
- Served on Executive Committee and on Boards of Directors of two additional subsidiaries, providing advisement on corporate strategies, joint ventures, technology initiatives and acquisitions.

SENIOR COUNSEL | VICE PRESIDENT

MERRILL LYNCH CREDIT CORPORATION, Jacksonville, FL (1995 – 1996)

Monitored litigation, managed paralegal staff and advised organization on legal aspects of loan origination and loan servicing matters.

- Provided legal support for implementation of first nationwide residential construction lending program and rollout of pledged asset/mixed collateral mortgage loan program.

Education

JD with Honors – Cumberland School of Law of Samford University, Birmingham, AL
BA with Honors – Stetson University, DeLand, FL

Bar Memberships/Professional Affiliations

Florida Bar Association – Member, Real Property, Probate, Trust and Business Law
 Section Committees, Corporate Counsel and Financial Institutions Committee

American Bar Association – Member, Consumer Financial Services Committee

Admitted to Practice – US Supreme Court; the US Court of Appeals for the Fifth and Eleventh Circuits;
 the US District Courts for the Middle and Southern Districts of Florida; all state courts in Florida

Mortgage Bankers Association – Member, Legal Issues and Regulatory Compliance Committee

LOUIE W. STRUM III

louiewstrum3@gmail.com

January 17, 2019

Re: Florida Commissioner of Financial Regulation

Dear Recruiter:

I am an experienced financial services attorney and former general counsel with expertise in the legal and regulatory compliance matters that impact banks, mortgage banking companies, finance companies and their affiliated businesses. Other areas of concentrated practice include the drafting and negotiation of complex contracts as well as handling litigation and litigation management. I have provided legal support for capital markets activities, securitizations, joint ventures, mergers and acquisitions, transactional loan origination and servicing issues, as well as corporate governance oversight, and have played an advisory role with various boards of directors.

I have over 15 years of experience addressing the federal, state and local legal and regulatory compliance needs of my clients in the private sector, while at the same time coordinating, explaining and liaising with the legal counterparts of various financial institutions in a business process outsourcing setting, including loan origination, servicing, data protection and related functions. My experience includes working with regulators at all levels and handling examinations / audits and risk management activities.

Earlier in my career I was the lead attorney for a federally chartered savings bank for over 10 years providing legal and regulatory support for both deposit and lending matters, including open-end credit (credit cards and unsecured loans), auto loans, construction and all types of residential lending. After college, I worked as the assistant branch manager of a finance company.

The one constant in the financial services industry is change, and after more than 25 years in the industry I have become adept at leading change and leading people to respond to change in a results-driven environment that values business acumen but requires coalition building to achieve success. As a former general counsel and in other leadership roles, my focus has always been on the planning, implementation and evaluation of operations within the legal department to ensure efficiency and effectiveness, including attention to fiscal, employee, labor relations and information management matters, while analyzing and effectively addressing the nuts and bolts of the business, such as issues related to litigation, strategic priorities, information security, ethics and legal compliance. I look forward to applying the same skill sets to the work of the Financial Services Commission.

Very truly yours,

Louie W. Strum, III

Strum, Louie W. (External Candidate)

✉ louiewstrum3@gmail.com

▼ Application

Status: **New**

Country: **United States**

Attachments to be included in all Job Submissions: **Submission Attachments 0 attached**

Attachments Added After Submission: **Submission Attachments 0 attached**

Vacancy Source: **Job Seeker Website**

Relatives: To your knowledge, do you have any relatives working in this agency? **No**

Gender: **Male**

Race (Check only one): **White**

Ethnicity (Check only one): **Not Hispanic or Latino**

Date of Birth:

Right To First Interview: **Not Applicable**

If you responded yes to the above statement, attach a copy of your official layoff letter when applying for this vacancy.

Veteran Status: **None of the Above**

ARE YOU CURRENTLY EMPLOYED WITH THE AGENCY TO WHICH YOU ARE CURRENTLY APPLYING? **No**

HAVE YOU RECEIVED A PROMOTIONAL APPOINTMENT WITHIN THE CAREER SERVICE, SUBSEQUENT TO ACTIVE MILITARY SERVICE, WITH THE AGENCY TO WHICH YOU ARE APPLYING? **No**

No Selection

▼ Comments

There are no items in this section.

▼ Correspondence

Date: 01/17/2019 User: People First Action: Email

Thank You for Your Interest in Job COMMISSIONER OF...

▼ Offer Letter

There are no items in this section.

▼ Application Status Audit Trail

Date: 01/17/2019 User: People First Status: New

▼ Tags

There are no items in this section.

▼ More Information

Alternate Phone Number: _____

* Mailing Address : _____

* City _____

People First Initial VP Review

People First Eligible VP Category (if different) **No Selection**

Agency Final VP Eligibility Review **No Selection**

Agency Final VP Category Determination **No Selection**

* State:

* ZIP Code:

* Country

United States

Background Information

A "yes" answer to these questions will not automatically bar you from employment. The nature, job-relatedness, severity, and date of the offense in relation to the position you are applying are considered. [see 112.011, F.S.].

* Exemption from public record: Are you a current or former law enforcement officer, other covered employee** or the spouse or child of one, whose information is exempt from public records disclosure under Section 119.071(4)(d), Florida Statutes (F.S)?

Yes

Have you ever been convicted of a felony or a first degree misdemeanor ?

No

If yes, what were the charges ?

Where ? (City/State)

Date

* Citizenship: The State of Florida hires only U.S. citizens and lawfully authorized alien workers. You will be required to provide identification and either proof of citizenship or proof of authorization to work in the U.S. Are you a U.S. citizen or legally authorized to accept employment with the specific hiring authority to which you are applying?

Yes

Have you ever pled nolo contendere or guilty to a crime which is a felony or a first degree misdemeanor ?

No

If yes, what were the charges ?

Where ? (City/State)

Date

* Selective Service: Section 110.1128, Florida Statutes, prohibits employment by the state (including re-hire after a break in service) of any male born on or after October 1, 1962, who failed to register with the Selective Service System, under the provisions of the U.S. Military Selective Service Act, during the person's period of eligibility (ages 18 through 25). Additionally, if currently employed by the state, this law prohibits the promotion of such person. You may be required to provide documentation. If you are a male born on or after October 1, 1962, have you registered with the Selective Service or do you have proof of an exemption from this requirement?

Not Applicable

Have you ever had the adjudication of guilt withheld for a crime which is a felony or first degree misdemeanor ?

No

If yes, what were the charges ?

Where ? (City/State)

Date

Signature

I am aware that any omissions, falsifications, misstatements, or misrepresentations above may disqualify me for employment and, if I am hired, may be grounds for termination at a later date. I understand that any information I give may be investigated as allowed by law. I consent to the release of information about my ability, employment history, and fitness for employment by employers, schools, law enforcement agencies, and other individuals and organizations to investigators, human resources staff, and other authorized employees of Florida state government for employment purposes. The consent shall continue to be effective during my employment if I am hired. I understand that applications submitted for state employment are public records. I certify to the best of my knowledge and belief all of the statements contained herein and on any attachments are true, correct, complete, and made in good faith.

If applicable, Complete Qualifying Questions prior to submitting your application.

By checking this box, I certify that I have read and agree with these statements

Yes

Interview Result

overdueInterviews

▼ Screening Details

Are you legally authorized to work in the United States?

Yes

Will you now or in the future require sponsorship for employment visa status (e.g. H-1B visa status)?

No

Do you have five (5) or more years of responsible private sector experience working full-time in areas within the scope of the subject matter jurisdiction of the Office of

Yes

Financial Regulation within the last ten (10) years?

If you answered "yes" to the previous question, please indicate the number of years of experience and elaborate in detail your experience. If no, please respond N/A.

I have worked for over 25 years experience in the financial services industry, mostly in relation to the legal and regulatory compliance matters applicable to state and federal banks, mortgage companies, finance companies and their affiliated companies. I have a detailed knowledge of the federal and state regulatory landscape as it pertains to financial services; I have worked extensively with regulators at all levels, and I am familiar with the business perspectives and attitudes of financial service providers today.

Do you have five (5) or more years of experience as a senior examiner or other senior employee of a state or federal agency having regulatory responsibility over financial institutions, finance companies, or securities companies?

No

If you answered "yes" to the previous question, please indicate the number of years of experience and elaborate in detail your experience. If no, please respond N/A.

N/A

Do you claim exemption from the public records law under the provision of the Florida Statutes 119.071(4)? If so, please provide exemption category.

On or around 1974 and 1975, I was a parole and probation officer employed by the Florida Parole and Probation Commission. As such, it appears that I meet the definition of an "other covered employee" in F.S. 119.071(4)(d) and, if my interpretation is correct, I fall within an exemption to the public records law. Note, however, that I have not researched the retroactive applicability of the law. That said, giving retroactive effect to the law seems consistent with the legislative intent.

▼ Periods of Employment

* Name of Employer	LAW OFFICE OF LOUIE W. STRUM III
* Your Job Title	PRINCIPAL
* Currently Employed	Yes
* Start Date	08/17/2015
* End Date	MM/DD/YYYY
* Hours Per Week	40
Employer's Address	Ponte Vedra Beach, FL
Supervisor's Name	
Supervisor's Phone Number	

* Duties and Responsibilities
 Provide legal expertise and advisement to mortgage banking industry, including regulatory compliance matters, contracts, banking law, corporate governance, and litigation management. * Drive solutions to complex loan transaction scenarios on a transactional basis by drafting customized loan documentation and disclosures based on the particulars of proposed deal structures. * Highly valued by private equity investors for views on the regulatory and operational strengths of targeted mortgage banking companies.

* Reason For Leaving N/A

Your name, if different during employment

* Name of Employer PHH MORTGAGE CORPORATION

* Your Job Title DEPUTY GENERAL COUNSEL | VICE PRESIDENT

* Currently Employed No

* Start Date 01/15/2001

* End Date 06/30/2015

* Hours Per Week 50

Employer's Address Jacksonville, FL

Supervisor's Name

Supervisor's Phone Number

* Duties and Responsibilities
 Joined company upon Cendant's acquisition (and subsequent spin-off) of Merrill Lynch's mortgage assets to elevate organization's level of sophistication, managing team of up to 20. Provided comprehensive legal support for mortgage loan originations, servicing matters, litigation management and capital markets contracts, including securitizations, research and drafting of new loan products, and enhancements. Led corporate governance functions and contract negotiations, and ensured regulatory compliance (including RESPA, TILA, ECOA, FDCPA, CFPB, etc.) across organization and eight subsidiary companies. * Served as liaison and lead counsel for contract negotiations and regulatory affairs for private label clients, such as Bank of America, Merrill Lynch, Goldman Sachs, Morgan Stanley, UBS and HSBC. * Managed technology aspects of spin-off from Cendant; participated in 2004 IPO. * Structured complex JV comprised of eight subsidiaries; introduced centralized compliance infrastructure. * Instituted internal process within

Legal Department that generated \$2.5M in annual revenue. * Spearheaded creation of automated management system, which significantly improved interactions between legal staff and other business units. * Recovered \$1.5M from counterparty, averting litigation and resolving dispute.

* Reason For Leaving

Corporate reorganization

Your name, if different during employment

* Name of Employer

MERRILL LYNCH CREDIT CORPORATION

* Your Job Title

SENIOR COUNSEL AND COMPLIANCE
MANAGER | VICE PRESIDENT

* Currently Employed

No

* Start Date

06/15/1998

* End Date

01/12/2001

* Hours Per Week

50

Employer's Address

Jacksonville, FL

Supervisor's Name

Supervisor's Phone
Number

* Duties and
Responsibilities

Returned to Merrill Lynch following divestiture of LSI to provide legal guidance on strategic initiatives, including alliances, intellectual property matters, product development and affiliate transactions. Monitored federal and state legal developments; managed organization's licensing and examination functions. Directed team of 11. * Designed and executed organization's first-ever nationwide compliance program to ensure adherence to individual state and federal requirements, as well as to mitigate company risk. Passed all state examinations with no exceptions. * Managed Quality Assurance program and external auditors. * Provided legal support for key initiatives, such as the implementation of company's ecommerce mortgage shopping site - the first online consumer application process; partnered with outside counsel on securing patent.

* Reason For Leaving

Operations were outsourced to PHH.

Your name, if different during employment

* Name of Employer

LENDER'S SERVICE, INC. (LSI)

* Your Job Title

GENERAL COUNSEL | EXECUTIVE VICE
PRESIDENT

* Currently Employed No

* Start Date 06/14/1996

* End Date 06/12/1998

* Hours Per Week 50

Employer's Address Pittsburgh, PA

Supervisor's Name

Supervisor's Phone
Number

* Duties and Responsibilities Promoted and relocated to Pittsburgh as General Counsel of recently acquired and wholly owned subsidiary. Directed all legal, compliance and corporate governance matters for country's largest independent title insurance, appraisal management and settlement service provider. Remained with company until divestiture (sale) of company, returning to Merrill Lynch. * Ensured company's legal programs and policies were in full compliance with Merrill Lynch requirements. * Served on Executive Committee and on Boards of Directors of two additional subsidiaries, providing advisement on corporate strategies, joint ventures, technology initiatives and acquisitions.

* Reason For Leaving Company was sold.

Your name, if different
during employment

* Name of Employer MERRILL LYNCH CREDIT CORPORATION

* Your Job Title SENIOR COUNSEL | VICE PRESIDENT

* Currently Employed No

* Start Date 01/16/1995

* End Date 06/14/1996

* Hours Per Week 40

Employer's Address Jacksonville, FL

Supervisor's Name

Supervisor's Phone
Number

* Duties and Responsibilities
 Monitored litigation, managed paralegal staff and advised organization on legal aspects of loan origination and loan servicing matters. * Provided legal support for implementation of first nationwide residential construction lending program and rollout of pledged asset/mixed collateral mortgage loan program.

* Reason For Leaving
 Promoted.

Your name, if different during employment

▼ Formal Education

* Name of School
 Cumberland School of Law of Samford University

* Location
 Birmingham, AL

* Start Date
 09/01/1975

End Date
 05/28/1978

Course of Study
 JD with Honors

* Degree Earned
 (transcripts may be required)
 Doctorate

Credit Hours – Quarter

Credit Hours – Semester

* Name of School
 Stetson University

* Location
 DeLand, FL

* Start Date
 09/02/1968

End Date
 05/28/1972

Course of Study
 BA with Honors

* Degree Earned
 (transcripts may be required)
 Bachelors

Credit Hours – Quarter

Credit Hours – Semester

▼ **Language Skills**

* Language	English
Speaking Proficiency	Fluent
Reading Proficiency	Fluent
Writing Proficiency	Fluent

▼ **License, Registration or Certification**

* License, Registration or Certification	License to Practice Law
Number	0265942
State Licensing Agency	The Florida Bar
Received	12/08/1978
Expires	MM/DD/YYYY

▼ **Job-Related Training or Course Work**

There are no items in this section.

▼ **Knowledge, Skills and Abilities**

Knowledge, Skills and Abilities	Banking Law, Corporate Governance, Mortgage Lending, Legal Compliance, Joint Ventures, Mortgage Servicing, Risk Management, Litigation Management, Contract Negotiation, Financial Services, Acquisitions, Due Diligence, Corporate Law, Mergers and Acquisitions, Legal Writing, Securities, Privacy Law, Licensing, Litigation, Employment Law, Cybersecurity, Bankruptcy, Commercial Litigation, Legal Research, Arbitration
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