
John Rigler

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Professional Experience:

Wells Fargo	Des Moines, IA
<i>Vice President, Senior Private Banker, Wealth Management</i>	11/15– present
<ul style="list-style-type: none">• Responsible for managing current and acquiring new Private Bank relationships in the Iowa market• Exceeded all production goals that were set above the national standard• Closed loans including commercial real estate, aircraft, home mortgage, and credit lines• Closed new brokerage and fiduciary asset management business	
<i>Vice President, Real Estate Investment Consultant, Specialized Wealth Services</i>	5/14– 10/15
<ul style="list-style-type: none">• Responsible for growing our Real Estate Asset Management business in 13-state Great Lakes region• Exceeded all production goals• Managed sales, acquisitions, and capital improvements• Negotiated leases and managed tenant relations• Managed debt placement and closings	
<i>Sr. Real Estate Relationship Manager-Business Banking Group</i>	8/12 – 4/14
<ul style="list-style-type: none">• Exceeded loan production goals 7 out of 7 quarters• In first year ranked 3rd in loan production among all Iowa-Western Illinois Business Bankers• Originated over \$300MM in new loan opportunities• Grew five existing banking relationships with new commercial real estate loan closings in under 12 months	
Federal Home Loan Bank of Des Moines	Des Moines, IA
<i>Contractor - Affordable Housing Group – Rental HousingProgram</i>	1/12 – 8/12
<ul style="list-style-type: none">• Managed relationships with applicants and member banks to disburse subsidies and monitor program compliance• Analyzed construction budgets and proformas as well as project and borrower breakdowns for subsidy awards• Reviewed, scored, and ranked pre-applications and final applications• Authored credit memos for management and regulators to ensure on-going program compliance	
Houlihan Lokey	Washington, DC
<i>Investment Banking Associate- Mergers & Acquisitions- Aerospace, Defense, Government</i>	7/11 – 12/11
<ul style="list-style-type: none">• Active in buy-side and sell-side M&A advisory engagements from initial pitch to closing• Wrote Confidential Information Memorandums / Offering Memorandums for three sell –side engagements totaling approximately \$130MM in transaction value• Conducted due diligence and analyzed/modified financial models to assess companies' valuations and strategic alternatives• Composed management presentations for C-suite executives	
Deutsche Bank	Chicago, IL
<i>Corporate and Investment Bank Associate- Multi-Family Mortgage Production and Underwriting</i>	7/08 - 5/10
<ul style="list-style-type: none">• Prescreened \$519.4MM of credit requests totaling 31 multi-family properties for Fannie Mae, Freddie Mac, or FHA• Completed full underwriting and due diligence for \$164.1MM in loans secured by 12 properties• Closed \$125.1MM in loans secured by 10 properties• Authored and presented Fannie Mae and Freddie Mac credit books to credit committee• Worked with borrower, originator, credit officers, bond investors, appraisers, engineers, and attorneys throughout underwriting• Joined team named Fannie Mae's Top Credit & Underwriting DUS Lender for 2007	
JP Morgan	Chicago, IL
<i>Investment Banking Analyst- Commercial Mortgage Backed Securities Underwriting</i>	9/06 - 6/08
<ul style="list-style-type: none">• Completed distressed debt analysis on ~\$4BB of CDO securitizations comprised of ~160 loans including mezzanine debt, whole loans, term loans, B notes, land loans and CMBS across a variety of property types• Participated in due diligence and underwriting for 32 loans comprised of 68 properties totaling \$1.58BB• Created loan committee presentations multi-family, office, retail, hotel, industrial, and cold storage properties• Closed loans ranged in size from \$2MM to \$500MM• Conducted third party report analysis including appraisals, engineering, environmental and zoning reports• Presented loans to rating agencies and B-Piece Buyers	

Meridian Capital Group	Chicago, IL
<i>Underwriter- Commercial Real Estate</i>	9/05 - 9/06
<ul style="list-style-type: none"> • Prepared/presented financing packages including construction, acquisition re-hab, and stabilized assets • Successfully closed ~ 40 transactions totaling \$140MM+ including portfolio, CMBS and Fannie Mae transactions • Joined as sole underwriter with 5 originators growing to team of 10 including 2nd underwriter 	
Fitch Ratings	Chicago, IL
<i>College Intern - Commercial Mortgage Backed Securities (Summer)</i>	6/04 - 8/04
<ul style="list-style-type: none"> • Constructed asset summary reports and shared in committee presentation of CMBS securitizations • Completed successful training on Fixed Income, CMBS Servicing, Non-traditional Risk Indicators and Derivatives, Credit Analysis in Institutional, Project, and Public Finance • Received full-time offer 	
Principal Financial Group	Des Moines, IA
<i>College Intern – Analyst - Commercial Mortgage Underwriting (Summer + Fall)</i>	6/03 - 1/04
<ul style="list-style-type: none"> • Analyzed property, tenant, borrower, and market viability including extensive Argus modeling • Successfully completed extensive training on Argus, the CMBS process, and two week appraisal school • Wrote initial loan committee presentation and asset summary reports subject to further review • Received full-time offer 	
Calculus Tutor,	Des Moines, IA
<i>Personal Calculus Tutor to University of Iowa Pharmacy major</i>	6/03 - 9/03

Education:

Northwestern University - Kellogg School of Management, Masters of Business Administration,
June 2011 Graduation (Full-Time Program)

Major: **Finance**

Training the Street – Advanced Excel training

GMAT - 92nd percentile

University of Wisconsin-Madison, Bachelor of Business Administration, May 2005 Graduation
Double Major: **Finance, Investment, and Banking** and **Real Estate and Urban Land Economics**
Puelicher Center for Banking Education Scholar
Honors Credits and Dean's List

FINRA registered (past and/or present):

Series 7 – General Securities Representative

Series 63 – Uniform Securities Agent State Law Examination

Series 66 – Uniform Combined State Law Examination

Series 79 – Investment Banking Representative Qualification Examination

Highlights:

- **Rotary International** – Active member and Paul Harris Fellow
- **Certified Commercial Investment Member (CCIM)**
- **Iowa Commercial Real Estate Association (ICREA)** –Panel speaker and ICREA Expo planning committee member
- **Wisconsin Real Estate Alumni Association Member (WREAA)**
- **University of Wisconsin Puelicher Center for Banking Education**
 - **Bank Management** – Focused on bank regulation, liquidity and reserve position management, loan pricing and analysis, investment portfolio management and overall asset liability management.
 - **Bank Simulation and Strategy** – Focused on advanced asset-liability hedging, tax minimization, merger/acquisitions and economic value added strategies for depository financial institutions
- Strong international interest traveling to 16 countries, 9 independently