**Andrew John Fogle, MBA**

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## **Professional Objective**

Be a leader of people by empowering them to find innovative ways to spread the credit union difference through focusing on the member’s experience.

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### **Professional Experience**

**CEO 2017-Present**

*Affinity Credit Union*

 *475 NW Hoffman Lane*

 *Des Moines, IA 50313*

* Shifted strategy to reflect social responsibility and concern for community
* Led cooperative effort of 6 other credit unions to provide education for all staff
* Updated brand to include new logo, social media awareness and concepts
* Reduced turnover by increasing benefits and wages and company culture
* Completed 2 remodels and major technology upgrades

**CEO 2014 to 2017**

*Des Moines Police Officers Credit Union*

 *423 East Court Ave.*

 *Des Moines, IA 50309*

* Work with Board of Directors to shift strategic direction for future to ensure long-term viability
* Established cooperative efforts with other CU’s to increase efficiencies (led to 2 mergers)
* Grew ROA, while lowering efficiency ratio superior to that of peer group
* Refined CU vision to focus on member value and community collaboration
* Initiated major remodel, new products, additional resources in business development, field of membership change and major technology upgrades

**OPERATIONS MANAGER 2013 to 2014**

*EdCo Community Credit Union*

 *609 38th Street*

 *Des Moines, IA 50312*

 *Supervisor: Karolyn Wells, CEO*

* Run all day-to-day operations of the credit union
* Responsible for employee training, retention, and sales
* Worked with Teachers Unions to ensure we remained the Teachers CU after name change
* Oversee lending department to ensure that it meets goals and increases net income of CU
* Increased loan production by 30% in first 8 months

**INTERNAL WHOLESALER 2012 to 2013**

*Sammons Retirement Solutions*

 *4546 Corporate Drive*

*West Des Moines, IA 50266*

 *Supervisor: Josh Smith*

* Leading the company in sales by nearly 100% over the closest competition
* Taught a class to a team of other wholesalers on passing the FINRA exams
* Grew a new territory by adding new producers
* Member of 2013 Advisory Council for top sales performance

**BRANCH MANAGER/ACCOUNT SERVICES MANAGER 2009 to 2012**

*Community Choice Credit Union*

*8404 NW 62nd Ave., Johnston, IA 50131*

*Supervisor: Roger Reiser, CEO*

* Responsible for all branch loan underwriting
* Handled all daily duties of running the Branch including auditing employee activity to ensure compliance with company policies, as well as state and federal laws
* Helped grow company indirect lending program by developing relationships with dealers
* Led and trained sales staff in selling a variety of products
* Provided daily, weekly and monthly qualitative and quantitative analysis at the direction of the CEO and board of directors

**INVESTMENT COUNSELOR II 2007 to 2009**

*Principal Financial Group*

 *711 High Street Des Moines, IA 50392*

 *Supervisor: Travis Hilsabeck*

* Quickly became a leading producers in my department as well as a leader to my peers
* Maintain in depth knowledge of current market trends and law changes to be able to adequately communicate those to clients

**BRANCH MANAGER 2005 to 2007**

 *American General Financial Services*

 *5128 S.E. 14th St. Des Moines, IA 50320*

 *Supervisor: Eric Gude*

* Successfully trained and promoted several staff to other managerial positions
* Participated in business development to add additional dealers to the branch

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**Industry Licenses and Designations**

Iowa Insurance Producers License

Cuna Management School, CCUE 2016

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**Education**

 **Faith Baptist Bible College 1998 to 2002**

 Seventy-five credit hours completed in the Biblical Studies Program

 **William Penn University B.A. Business 2009**

Graduated Cum Laude, GPA 3.59 of 4.0 grade scale

 **Liberty University MBA 2015**

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**Volunteer Activity**

Ruth Harbor Homes Board of Directors 2015-2016

 *Not-for-Profit home for pregnant women and young moms*

 Willow Creek Baptist Church Board of Deacons 2005-Present

 Xtend (CUSO) Board of Directors 2016-2017

 Carlisle Soccer Club Youth Coach 2014

Des Moines Soccer South Youth Coach 2016