

## Application Form

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### Profile

Rebecca \_\_\_\_\_ J \_\_\_\_\_ Danise \_\_\_\_\_  
First Name Middle Initial Last Name

11950 SW Knightsbridge \_\_\_\_\_  
Home Address

PSL \_\_\_\_\_ FL \_\_\_\_\_ 34987 \_\_\_\_\_  
City State Postal Code

beccadanise@gmail.com \_\_\_\_\_  
Email Address

What district do you live in? <http://www.cityofpsl.com/districts> \*

District 2

Home: (206) 482-7297 \_\_\_\_\_  
Primary Phone Alternate Phone

### Retired?

Yes  No

Florida Blue \_\_\_\_\_ Insurance Agent \_\_\_\_\_ Insurance/Banker \_\_\_\_\_  
Employer Job Title Occupation

### Which Boards would you like to apply for?

Affordable Housing Advisory Committee: Submitted

Were you nominated or recommended to apply by the Mayor or a Councilmember?

Yes  No

### Please Agree with the Following Statement

I have read and guarantee that I meet all the requirements for board service.

I Agree

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### Interests & Experiences

Why are you interested in serving on a board or committee?

A long term career in Banking in CT and lender residential housing, have HUD and state agencies background and promotion of housing opportunities.

Rebecca J Danise

### Why do you think you are qualified to serve on this board or committee?

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Past BOD President of Brookfield Chamber in CT, and others committee roles, Women's Counsel of Realtors, committee member etc. And, will complete City University as a great opportunity of information.

### Brief description of Education & Experience

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BA in MIS, licensed FL CAM & Insurance. Bank underwriter and many other training on sales, operations and compliance auditor.

[Resume\\_updated\\_11-2.docx](#)

Upload a Resume

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### Demographics

#### Ethnicity

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Caucasian/Non-Hispanic

#### Gender

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Female

07/09/1966

Date of Birth

**Do you now serve on any City Board, Committee or other Governmental Board or Committee? (NOTE: You cannot serve on more than one Board or Committee within the City of Port St. Lucie during the same time period.)**

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Yes  No

**Are you a registered voter?**

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Yes  No

**How long have you been a City resident?**

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2 +

**Have you attended the City University classes?**

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Yes  No

**Are you a United States Citizen?**

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Yes  No

**Are you presently employed by the City of Port St. Lucie?**

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Yes  No

**Are you a current or former law enforcement officer, other employee\* or the spouse or child of one who is exempt from public records disclosure under FS 119.07?**

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Yes  No

**Have you ever been convicted of a crime, pled guilty or no contest to a criminal charge, or entered into an agreement setting forth the terms leading to the reduction or dismissal of the charges?**

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Yes  No

**Please Agree with the Following Statement**

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**I agree that all of my answers are truthful and accurate to the best of my ability. I understand that if I have falsified any information my application will be withdrawn and I will not be considered for appointment.**

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I Agree

# Rebecca Danise

beccadanise@gmail.com

203-482-7297

FL Insurance Agent #W614528 & CT 2667510

## **Intention:**

*To join a team that allows me to contribute my years of banking, systems, trainer, leadership and community service And, a company that is committed to the people, community and service as priority. To become a valuable team member in an engaged and motivated environment.*

## **Experience:**

### **SFG/Florida Blue 2019/Sept 2020**

**October**

License Agent to sell Life, Health and Annuities

- Professional Customer Service and adherence to legality, compliance and policy
- Financial Review with the customer to offer sound decisions and guidance
- Time Management to ensure productive and efficient oversight to meet objections
- Relationship building internally and externally

### **Wells Fargo Home Mortgage**

2007-August 2018

Production Manager, Home Mortgage Consultant/Sales Manager

- Expert Knowledge of the home lending relocation, regulations, risk and compliance auditing
- Excellent communication skills; verbal, written and interpersonal; customer service
- Ability to analyze detail financial data to identify needs and risk to recommend solutions
- Uphold high degree of marketplace visibility to build relationships and recruitment
- On boarding of new hires, system training and sales implementation for lending branch and local agents
- Develop real estate marketing relationship agreements to drive sales volume
- Ability to build strong partner and team relationships; customer retention and community organizer
- Strong customer, sales and organizational skills to service team members and customers
- Team member of local depository branches to be engaged with existing or new customers to offer options that match their needs; and community involvement

### **Countrywide Home Loans**

2005-October 2007

Production Manager – Retail

- Assist Branch Manager with all branch, loan originations and sales activities and system training
- Generate mortgage units/volume through sale initiatives
- Develop Broker-In relationships with local partners and non-profits
- Conduct presentations in the real estate market place and staff on compliance and lending programs
- Facilitate growth with non-profits, builders and realtor relationships and community development

## **Savings Bank of Danbury**

2002-2005

Assistant Vice President, Operations Manager

- Direct development to ensure a compliant, profitable and well-organized lending team
- Accuracy of data compliance reporting, auditing and partake with federal and state audits
- Development and implement Sales and/or Relationship training for bank
- Continual coaching, mentor and development of lending team
- Loan Authority per Credit Policy and/or investor guidelines

## **New Mil Bank (Nutmeg Federal S&L)**

1985 - 2002

Assistant Vice President, Operations Manager and Sr. Underwriter

- Manage processing, underwriting and closings of Retail and Consumer lending
- Manage information systems to expedite and streamline loan originations and system implementation for LOS
- Member of internal Compliance, MIS and Operations Committee
- Conduct training to all 18 depository branches, originators and support staff
- Investor relations, product development and community relations

## **Education:**

- Western Connecticut State University; BS, Management Information Systems and Security
- Gold Coast Schools - License CAM 2019
- Xcel Education School - License Insurance Agent 2019
- Department of Housing and Urban Development - Direct Endorser - Underwriter
- Danbury Business Institute - Real Estate Principle and Practices
- American Inst. of Banking, Management, Service and Lending
- Fannie Mae, Freddie Mac, VA and CHFA- lending credentials
- Sales Mastery; Todd Duncan, Tony Robbins and Brian Buffini
- Leadership Greater Danbury Chamber of Commerce, CT

## **Community/Volunteerism:**

**President,** Brookfield, CT Chamber of Commerce 2014-2016; BOD Member from 2006 - 2018

- **Events Chair;** hold career fairs, lunch and learns, Gala to drive members, give back to the community and create relationships; and serve local non-profits
- **Membership Chair;** recruitment, implement on boarding, welcoming and retention
- **Chair Liaison;** plan global events with other local chambers to build relations, members and showcase the chambers value

Treasurer, Women Counsel of Realtors; Greater Danbury Chapter; CT

Great New Milford Board of Realtor, past BOD Member; CT

**Local Food bank and Church;** and recently applied for City of PSL Committee volunteer application

## **Skills:**

*Engaged people Coach and relationship builder with focus on community and giving back*

*Organized and detailed planner - for time, planning, controls and compliance*

*Confidence - service and decision oriented*

*System(s) review, analysis and implementation*

*Goal oriented, procedures and streamline to offer efficiencies and service*

*Connecticut Magazine Five Star Professional*