



*Building Relationships • Creating Opportunities
Making the Connection*

AZHCC Spotlight

Volume 1, Issue 1 – August 2008

Welcome to the first edition of **AZHCC Spotlight**, the Chamber's newest vehicle for promoting its members! Each month we will highlight and showcase member companies giving them an opportunity to promote themselves and let the rest of the membership know a little bit more about them and their company. We hope you enjoy this first edition and we look forward to highlighting **you** in the near future!

**In this edition: Sunrise Bank of Arizona
Primary Residential Mortgage, Inc.
Telesphere**



SUNRISE BANK

OF ARIZONA



Anna Garcia
Sunrise Bank of Arizona

Assistant Vice President

1. Why did your company decide to join the Arizona Hispanic Chamber of Commerce?

Joining made good business sense due to the Arizona demographics in the Hispanic market. My former employers such as Wells Fargo (FKA First Interstate Bank) and M&I Bank were always very involved in this Chamber also.

2. Tell us about your company and what you do?

Sunrise Bank of Arizona is a full-service, state chartered community bank with a local board of directors and local management, specializing in commercial real estate and SBA lending. Sunrise Bank of Arizona is a member of the Capitol Bancorp Limited network of community banks, which began in 1988 in Lansing, Michigan and has executive offices in Lansing and Phoenix, AZ. What makes us unique is that we make our credit and pricing decisions here in Arizona, at the bank. Meaning the decisions about your business are made by the people who work directly with you and know you and your business. I'm an Assistant Vice President, Relationship Banking Officer, assisting customers with their retail banking needs, such as, new accounts, Online banking, merchant, remote deposit, 3rd party banking solutions, business cash management, credit cards, residential mortgage, home equity loans and business lines and loans. As a 30-plus year veteran in the banking arena, I mentor and coach the less experienced relationship officers. My community involvement for the past 3 years is with Habitat for Humanity, assisting with the Family Selection and Partnership committee's and Housing our Communities (past 6 years) providing 1st time homebuyer education in English and Spanish. I'm a newly appointed Board of Director with Habitat for Humanity (as of 6-25-08)!

3. Which chamber event or program is your favorite and why?

I enjoy all of the programs and events, however, my favorite monthly event is the "Buenos Dias" breakfast networking function due to the earnestness of the attendees seeking business-to-business opportunities. My favorite yearly events are the Black & White Ball and DATOS events. The Black and White is our premier "dress up" event and its the only social highlight for us Hispanics! The DATOS event gives us the ammunition information in respect to the Arizona Hispanic demographics buying power and the information is extremely valuable for business.

4. For more information on your company, who do we contact? Do you have a Web site?

Contact me at **480-624-2691** or via fax at **480-624-2665**. Our Web site is: www.sunrisebankofarizona.com.



Yolanda Gallegos
Primary Residential Mortgage, Inc.
Senior Loan Officer

1. Why did your company decide to join the Arizona Hispanic Chamber of Commerce?

We joined because we wanted to expand our involvement with the Hispanic community. AZHCC has helped our company by bringing us together with other businesses who serve this community. In our line of work, we hear many stories about Spanish speaking clients who did not get the loan programs that they were promised because they did not speak English. We want to be the kind of Mortgage Company that the Hispanic community can count on-to provide honest and reliable service, and we speak Spanish.

2. Tell us about your company and what you do?

We are a mortgage company and we specialize in financing for **First-time Homebuyers**. We also focus on loans for **Veterans**, **Newlyweds**, and people with credit challenges. In August, we will launch an **Employee Benefit Program** for discounted mortgage fees, which we will offer to small and medium companies. Primary Residential Mortgage is a correspondent lender with many large banks which means we get discounted mortgage rates that we pass on to our customers.

3. Which chamber event or program is your favorite and why?

I like the networking breakfast the best. I attend other chamber breakfasts and AZHCC has more structure and the networking is much more personal. I have started many long lasting relationships from the breakfasts. The mixers are also great because they are usually well attended.

4. For more information on your company, who do we contact? Do you have a Web site?

You would contact me or my husband, Brian Gallegos, who is also a loan officer with Primary Residential Mortgage Inc. The direct line is: **602-692-4993** or via fax at **1-800-319-4906**. Our Web site is www.SolveYourMortgageNeeds.com.



**Aqeel Shahid, Senior Sales Engineer and Pam Rodis, Senior Account Executive
TeleSphere**

1. Why did your company decide to join the Arizona Hispanic Chamber of Commerce?

As a leading force in connecting with small and medium business owners, AZHCC is a natural fit for Telesphere. We enjoy getting involved with community organizations, and we know the AZHCC is one of the most active and connected chambers in the Phoenix area. We look forward to meeting the members and sharing our solution that will benefit their businesses both operationally and economically.

2. Tell us about your company and what you do?

TeleSphere is a Phoenix-based managed services provider that delivers an innovative package of IP telephone service and internet access to businesses throughout the United States. TeleSphere's services allow small to medium businesses to enjoy all of the latest voice and data features of large businesses without the costly investment of on premise equipment. TeleSphere fully manages its customers' services over a private IP facilities-based network. TeleSphere customers that are spread across multiple offices throughout

the country, from small business, medium business, and even home business, function seamlessly as if they were in the same location.

As a Senior Account Executive for TeleSphere, my job is to provide the highest quality telecommunications solutions that help businesses streamline their communications while lowering expenses.

3. Which chamber event or program is your favorite and why?

My favorite events are the mixers, where I interact with other members and get to know them and their businesses.

4. For more information on your company, who do we contact? Do you have a Web site?

For more information about TeleSphere's products and services, please visit our site at www.telesphere.com

To schedule a [consultative meeting](#), below is my contact information:

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