



Lionel C. Savage

Lionel C. Savage is President of Lionheart Consulting Group, LLC and Executive Director of Lionheart Leadership, dedicated to the development of young African-American college students who will serve as the next generation of business and community leaders. Mr. Savage has been a leader and key contributor in the financial services arena for 25 years. Prior to launching Lionheart Consulting Group, he served most recently as Vice President of Industry Relations and Market Development at First American Financial Corp and President, First American Community Fund.

Mr. Savage was responsible for the development, implementation and management of First American's Government and Industry Relations strategy. He formalized corporate relationships with more than 25 organizations to include consumer advocacy groups such as National Fair Housing Alliance and Center for Responsible Lending. He created new relationships with Social Justice and Civil Rights Organizations to include The Greenlining Institute, National Asian American Coalition, National Urban League, minority trade associations to include NAREB, NAHREP and AREAA.

Mr. Savage managed traditional relationships with all major industry trade associations to include MBA, NAHB, Housing Policy Council, ALTA. He also facilitated all annual CEO meetings with Fannie Mae, Freddie Mac, FDIC, HUD, Ginnie Mae and Federal Reserve on behalf of First American Financial. He was executive responsible for overall assessment of franchise risk and advising senior management on the confluence of industry, regulatory and consumer impact. He was responsible for the development, implementation and deployment of the Affordable Housing Bundle Solutions – a product offering marketed to mortgage lenders to enhance affordable housing strategies. Deployed in major markets with top selling mortgage lenders such as National City Mortgage, Chase Home Loans, Washington Mutual and Countrywide.

Mr. Savage developed strategic partnerships with major counseling organizations to develop "manufacture consumer strategy" that would drive consumers from counseling to loan origination via controlled process that would give lenders CRA credit at loan delivery to GSE's. During his tenure, he led corporate strategy to deliver Anthem alternative credit scoring solutions which enabled mortgage lenders to measure and validate the creditworthiness of loan applicants with minimal or no traditional credit history. This effort led to creation of R-Home Mortgage product in collaboration with CitiMortgage and Neighborhood Housing Services of America with a \$100 million-dollar commitment from Fannie Mae and State Farm as participants.

Mr. Savage has executed numerous strategic & diverse business partnerships with Microsoft, Freddie Mac, Fannie Mae, Wells Fargo, NAHREP, AREAA, NAREB, Neighborworks America and every major housing counseling organization in the nation to deploy products and services to promote affordable housing goals. Mr. Savage has presented at several industry conferences including State and National MBA Conferences and National and Regional Real Estate Trade conferences on topics that include non-traditional credit, affordable housing and strategic markets.

He was president of the First American Community Fund, leading its philanthropic, community investment and employee volunteerism program. Also, he led its supplier diversity program and was responsible for regulatory and customer reporting, developing corporate supplier diversity strategy and increasing the company's diversity spend.

Mr. Savage's previous 15-year tenure at Fannie Mae resulted in several notable accomplishments across several business lines to include technology, marketing, operations consulting and customer management. These efforts produced business and leadership awards to include Larry Small Leadership Award, CIO Technology Leadership Award, Small Lender Strategy and George Washington University's Excellence in Management - Leadership Program. His executive level contributions have benefited other organizations to include board chairmanships at Social Compact; Archie Mae; Operation HOPE Mid-Atlantic; vice chairman of the National Asian American Coalition; Board of Governors of the National Hispanic Real Estate Professionals.