



Rick Arvielo, Chief Executive Officer and Patricia Arvielo, President
New American Funding

CLIENT STORY

Company:

New American Funding

Industry:

Mortgage Lending

Exceptional Service Closes the Deal for High-Growth National Mortgage Company

At New American Funding, the American dream of home ownership is alive and well. Driven by two passionate entrepreneurs – husband and wife, Rick and Patty Arvielo – what began as a call center in 2001 now has 72 offices, more than 1,400 employees and is licensed to do business in 42 states. The Arvielos are realizing big dreams for their robust Orange County, Calif.-based mortgage business.

It's unusual for a bank to match the energy and commitment of a fast-growing company like New American Funding, but Chief Executive Officer Rick Arvielo says Western Alliance does this and more. "Western Alliance shares my entrepreneurial spirit – you would think all banks would, but they don't. To have a bank willing to open up the full suite of products is refreshing. They listen to what my needs are and they connect the dots."

For the Arvielos, Western Alliance brings a surprising level of service to the table. "As a business like ours grows, we need a banking partner that gets it. The service Western Alliance delivers is personal, engaging and cohesive."

New American Funding relies on Western Alliance for a wide set of products and services, including mortgage warehouse

lending. "Western Alliance is a pioneer in MSR lending, but it's way more than that. We're moving deposits over, looking at a revolving line of credit and they just financed a building we bought in Las Vegas. I cherish where the relationship is going because I haven't experienced that in the banking world."

WHAT OUR CLIENTS SAY



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Rick Arvielo, Chief Executive Officer
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