



RÉSUMÉ – ED H. FREY

EXPERIENCE

2016 – Present

Credit Review Group

Provides independent credit review, consulting, and training for agricultural lenders.

Member/Owner

Responsible for marketing, organizing, and delivering cost effective credit review, consulting and training services to clients. Training specialties include agricultural credit, leadership, Meyers Briggs Psychological Type and Crucial Conversations.

2011 – 2015

FCC Services – Denver, Colorado

The national trade association representing the Farm Credit System.

Senior Review Manager, Credit Review and Training Services

Responsible for marketing, organizing, and delivering cost effective credit review services to clients. Designed and served as program manager for Ag Credit Professional Certification program, a training program for loan officers, analysts and other credit professionals.

2009 – 2010

American AgCredit – Wichita, Kansas

Vice-President

Assisted new management with post-merger transition of Farm Credit of the Heartland to American AgCredit

1997 – 2009

Farm Credit of the Heartland/Farm Credit of Central Kansas, Wichita, KS

Senior Vice-President

Member of senior management team. Coordinated new business development including marketing, training, product development and external communications. Supervised appraisal activities including hiring staff and monitoring appraisal activity. Managed related services offerings including life and crop insurance sales.

1994 – 1997

Terra International, Inc., Wichita, KS

Partner



Provided services to community banks and other lenders to improve their competitive edge. Consulted with and trained lenders on new loan products and the secondary agricultural loan market. Worked with lenders and their customers to develop sound financial solutions that met customer needs while being profitable for the lender.

1984 – 1994 Farm Credit Bank of Wichita, Wichita, KS

Assistant Vice-President

Assisted in development and implementation of credit and review standards for the Farm Credit Bank. Led credit review teams that evaluated loans and credit systems in offices located across four states.

1980 – 1984 Federal Land Bank Association of Marysville & Northeast Kansas, Marysville, KS

Vice-President

Built and managed \$24 million mortgage portfolio in first three years as a loan officer. Managed Marysville lending office in merged Northeast Kansas Association.

EDUCATION

Master of Science in Leadership
Southwestern College, Winfield, KS

Bachelor of Science Degree – Business Administration
Kansas State University, Manhattan, KS

Bachelor of Science Degree – Animal Sciences
Kansas State University, Manhattan, KS

CERTIFICATIONS

ATD Master Trainer
Association of Talent Development, Alexandria, VA

MBTI Certified Practitioner - MBTI Step I and Step II Instruments
Center for Applications of Psychological Type, Gainesville, FL

Crucial Conversations Certified Trainer
VitalSmarts, Provo, UT