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## Professional Profile: Jeffrey Brown, 2014

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Name: Jeffrey Dean Brown

Title: Vice President, Commercial Lending

Company: TD Bank

Location: Dover, NH.

Birthplace: Peoria, IL

Education: Cal Poly, San Luis Obispo

First job after college: Peat Marwick, Mitchell and Co...back when there was a "Big 8" of accounting firms

First job in real estate or allied field: Corporate Controller for a SunCal Properties, a large real estate development firm in Los Angeles, CA.

What do you do now and what are you planning for the future? I am working with my clients to create the right mix of banking products (construction loans to perms, investment real estate loans, lines of credit, cash management, trade finance, etc...) that meets their needs. The future is all about building a reputation in the marketplace as the "go-to-guy," being knowledgeable, responsive and a fun guy to do business with.

How do you unwind from a busy day in banking? I have 4 wonderful kids under the age of 16 and it is an endless parade of baseball, soccer and football practices and games; ballet, recitals and plays with my girls. Tiring but invigorating!

Favorite book or author: "A Horse and His Boy" by C.S. Lewis

Favorite movie: "Princess Bride"

Last app you purchased/downloaded? Pandora App.....The best music app ever!

One word to describe your work environment: Integrity

Rules to live by in business: Be a man (or woman) of your word. Build trust by delivering the product/service your client needs and servicing the heck out of them. Be honest, even if it hurts. Care.

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