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For Immediate Release

International Factoring Association Appoints New Advisory Board Members

Avila Beach, CA – June 1, 2020 – The International Factoring Association (“IFA”), the world’s largest association of commercial finance companies, announced today they have appointed four new Advisory Board members. Members serve a two-year term and assist the IFA in broadening the public understanding of the uses and benefits of factoring and help to both design training programs and foster new ideas to benefit its member organizations. The new members are:

- Bud Crawford, CEO of PrimeArc Capital LLC. Bud has 10+ years of banking and factoring experience and has a strong understanding of the entrepreneurial components associated with starting your own factoring company.
- Dean Landis, third-generation owner of Entrepreneur Growth Capital. Dean joined his family business, United Credit Corp., in 1991 and started its invoice discounting division. Dean sold United to Finova Capital and later re-purchased the Company and renamed it Entrepreneur Growth Capital.
- Meg Roberson, Senior Vice President and National Sales Manager of Gulf Coast Business Credit. Meg manages a team of sales, underwriting and marketing leaders nationwide and is responsible for new, organic and acquisition originations as well as creating and maintaining a quality brand for Gulf Coast Business Credit.
- Glen Shu, President of Heritage Bank of Commerce's Specialty Finance Group. Mr. Shu's background includes experience in asset-based lending, while serving in various marketing, underwriting, and portfolio management roles and has spent over 30 years in the financial services industry.

“We are very pleased to have the opportunity to bring the expertise of such a distinguished group of individuals to the advisory board,” said Bert Goldberg, Executive Director of the International Factoring Association. “Their insights will be especially helpful now, as the pandemic has taken an incredible toll on the small businesses we serve. They are the ones least able to withstand a prolonged shutdown and will need a funding alternative to bridge the gap until the economy rebounds. Factors are still operating and able to provide crucial cash flow.”

Advisory Board Members returning for the second year of the term include Chris Abel, co-founder of iThrive Funding, LLC; John Cummings, founder of ACS Factors; Tania Daniel, Managing Director at ENGS Commercial Capital; and Gerry Wawzonek, President & CEO of Capital Now.

About the International Factoring Association

Headquartered in Avila Beach, California with over 450 corporate members, the International Factoring Association is the largest association of commercial finance companies in the world. Members include factoring companies, asset-based lenders and other receivables finance companies. Since 1999, the International Factoring Association has provided a forum for member organizations to meet and discuss issues and concerns, share best practices, disseminate information and promote a single voice to the marketplace. The principal spokesperson for the factoring and receivables finance industry is the International Factoring Association’s Bert Goldberg. For more information visit www.factoring.org.