



# the Shield

## *of excellence*

### Veteran Banker Appointed President and Chief Operating Officer

On January 23, 2012, Mike A. Edwards joined Paragon National Bank as President and Chief Operating Officer (COO). In this new role, Edwards is responsible for continuing development of Paragon's loan and deposit lines of business as well as enhancing existing customer relationships and establishing new connections.

"I have known and admired Mike personally and professionally for more than 25 years and have great respect for his accomplishments as a financial services leader. His familiarity with and commitment to our local community as well as his demonstrated success as a banking executive with a strong customer focus make him uniquely qualified to fulfill this new role on Paragon's executive team. I am excited to add Mike to our talented team," stated Paragon Chief Executive Officer Robert Shaw.

Mike's career in banking and financial services spans more than 30 years at a regional financial institution in Tennessee, including 25 years spent directly serving the Mid-South region. He has held key leadership positions and helped oversee expansions within several markets.

In addition to his exemplary professional qualifications, Mike shares Paragon's commitment to our community. He currently serves as a member of The Orpheum Theatre Memphis Board and the Shelby Farms Park Conservancy Board, and he is the 2011 Chair-elect of the Memphis Symphony Orchestra Board. Mike's past involvement includes work with the Tennessee Bankers Association, Leadership Germantown, the Germantown Chamber of Commerce, and the Greater Memphis Chamber of Commerce.

"I am excited about the opportunities that lie ahead for Paragon. I look forward to introducing Mike and also to discussing our exciting 2011 results at our May 15 annual shareholders' meeting," stated Shaw.



*Mike Edwards and Robert Shaw*



### Internet Banking Improvements Introduced

On February 13, 2012, Paragon National Bank introduced several enhancements to our internet banking. An updated look and streamlined design are immediately evident to our users. As a new feature you may choose to set the MyParagon page as your start page. MyParagon acts as a one-stop shop for your most pertinent banking needs. This page provides for listings of accounts, balances, recent transactions, last login, pending transfers, transfer history, alerts inbox, secure messages inbox, statements, transaction download, and even helpful hints. Your MyParagon page also has the added feature of self customization – you determine what information suits your needs and customize MyParagon to show that information.

Paragon now offers bank-to-bank transfers. With this function, you can move money to or from one of your accounts at another bank. Transfers made before 2:30 p.m. are usually ready to use the next morning. Up to three external accounts can be enrolled in this function. To get started, a small deposit is made into your external account. You check the external account the next day and key the amount into Paragon's Online Banking. Up to three transactions and/or an accumulation of \$2,000 can be made each day. You can also schedule future-date and recurring transfers.

Finally, for a minimal cost, Paragon is offering security tokens to all customers. A security token is a key fob or app for your mobile device that generates a six-digit code to be entered with your online banking credentials. The code is good for only thirty seconds before changing to another code. This reduces the chance of fraudulent activity in your account. Tokens are available for all smartphone platforms with internet connectivity.

We expect these internet banking enhancements to improve your internet banking experience.



*Drs. Hank Wright and Jim Murphy*

In 1990, David H. "Hank" Wright, DVM, after narrowing his choice to three Tennessee cities, chose Collierville in which to start his veterinary practice. Experience tells him he chose wisely. Several years later, James L. "Jimmy" Murphy, DVM, joined the practice after completing his veterinary degree. He helps run the business side of Collierville Pet Hospital (CPH).

"We have never really concentrated on building the business by the numbers. We wanted to have fun taking care of animals; we wanted to attract the best vets who had the same ethical standards we share and to find and keep the best support people around," Hank said, as he showed us around the first of their three locations. "Banking with Emily Friedman (Senior Vice President of Commercial Lending at Paragon) has allowed us

to do that. We are not just a number. We feel she is part of the business as she handles the banking area of the business for us." As an animal lover, Emily wants to make sure everyone knows that CPH supports pet adoption. Free initial exams and vaccinations are provided for pets that are adopted from animal shelters or rescue organizations — a bonus in rescuing an animal to be a loving pet for years.

Both Hank and Jimmy went on to point out that when businesses were hit by the economic crisis and credit was tight, Paragon provided financing for the new clinic at Lakeland and the expansion of the Germantown location. As we walked through the hospital and saw state-of-the-art digital x-ray and ultrasound equipment the bank helped finance, Hank and Jimmy talked about the excellent care and diagnostic ability the 11 veterinarians and more than 50 other employees provide for pets. On a rotating basis, two of the three facilities are open on Saturdays, and a doctor is on call 24/7 for emergency consultation. If you are looking for a safe, secure, and friendly environment to board your pets, CPH provides doctor-supervised boarding services which, like the hospitals, have computerized medical records for all the patients that can be accessed at all locations by all veterinarians on staff.

Collierville Pet Hospital business cards state their aim of "celebrating, protecting, and sharing the love of animals." Hank and Jimmy feel that Paragon and the bank staff, especially Emily, help them reach this goal.

For more information about services and locations of Collierville Pet Hospital, please go to [www.colliervillepet.com](http://www.colliervillepet.com).

We treasure our relationship with this outstanding business, and we love their testimony to our personalized service.



## Ashley Cullum Named to Memphis Business Journal's 15<sup>th</sup> Annual Top 40 Under 40

Ashley Cullum, Paragon's Assistant Vice President of Business Development, was recently selected to the Memphis Business Journal's 2011 Top 40 Under 40. Members of the 2011 class of Top 40 Under 40 were chosen for being successful in business and for giving back to the community. A Paragon employee has been chosen to this elite group for five of the seven years we have been in business.

Ashley came to Paragon National Bank in January of 2008 and now leads our business development efforts as Assistant Vice President. Prior to joining Paragon, Ashley worked for two other regional banks where she won numerous sales awards.

Ashley takes her spirit of enthusiasm into the community. As an active member of the Germantown Chamber of Commerce, she has been an Ambassador since 2006 (Ambassador Chairman 2007/Ambassador of the Month 2009/Ambassador of the Year Team 2008-2009). Ashley has served as either Chair or Co-Chair of the Chamber Golf Tournament since 2009 and the Chamber Fashion Show in 2007 and 2008. Other events with which she has assisted are the Holiday Tour of Homes, the Taste of the Town, and the Annual Dinner Gala.



*(continued on page 6)*



## Paragon Awarded Corporate Neighbor of the Year

Paragon National Bank was awarded the 2011 Corporate Neighbor of the Year at Volunteer Mid-South's Corporate Volunteer Council's 25th Annual Corporate Neighbor Awards. Each year, the award is given to both a small/medium sized company and a large company whose corporate policies and records of volunteer service exemplify deep commitment to the community.

As a company, the bank lends its support in the community by participating in a number of local nonprofit events for the American Cancer Society, Make-A-Wish of the Mid-South, Memphis Child Advocacy Center, Susan G. Komen Foundation, and the Mid-South Food Bank. Additionally, the bank sponsors a classroom at Hawkins Mill Elementary School, offers Community Support Checking Accounts for local nonprofit organizations, and assists with the Memphis Community Improvement Initiative. Paragon was recognized not only for its ongoing support in the community but also for its "Assisting the Community Through Service" (ACTS) program, which grants employees 40 hours per year during work days to lend support to nonprofit organizations.

"Playing an active role in our community has always been central to our mission and clearly defines who we are," said Robert Shaw, Chief Executive Officer of Paragon National Bank. "Last year, all of the executive and senior management team participated in the ACTS program and nearly 70% of our employees took advantage of the allocated time to serve the needs of several nonprofits in the region."

The Corporate Volunteer Council is a dynamic group of business professionals representing businesses and corporations that recognize the importance of volunteerism. Member companies either have existing or emerging volunteer and community involvement programs and work hard to promote volunteerism throughout the community.



*Paragon CEO Robert Shaw and Charlene Franklin accept the award for 2012 Corporate Neighbor from Corporate Volunteer Council Board Member and Hilton Worldwide's, Marilyn Hughes, and keynote speaker for the event, Jeff Hoffman, President, Jeff Hoffman & Associates.*



*Executive Vice President Andy Taylor and Chief Executive Officer Robert Shaw have some fun at the Memphis Child Advocacy's Chef's Celebrity Gala.*



*The Grove Park Banking Center hosted the kindergarten class from Margolin Hebrew Academy at our Children's Banking Center.*

# Community Involvement



*Paragon team members celebrated the holidays with Ms. Kimberly Martin's third grade class at Hawkins Mill Elementary.*



*Paragon team members deliver the food and money collected by employees and customers in this year's drive for the Mid South Food Bank.*

*Pictured l to r: Dorothy Cleaves; Penny Hill; President and CEO of the Mid-South Food Bank Estella Mayhue-Greer; Robert Shaw; Deb Charles; George Daley; Charlene Franklin; and Debby Allen*



*Another large group of Paragon team members and their families participated in the 2011 Komen Memphis-MidSouth Race for the Cure. This year's race became more personal to Team Paragon as we turned out to support our fellow team member, Janie Day.*

## Paragon Ranked Top Small Business Lender in Memphis

In a 2011 study conducted by the Office of Advocacy of the U.S. Small Business Administration, Paragon National Bank was ranked as the top small business lender in the Memphis area. Based on June 2010 Call Report Data, the survey combines four different measures to determine the small business lending activities of banks across the United States. Paragon had the best score for banks in Memphis and the seventh best score in the State of Tennessee. "Our team is committed to our small-business customers' success," stated Gordin McMurtry, Paragon's Senior Vice President of Commercial Lending. "With our experienced team and great technology, we provide a high level of customer service to meet their banking needs."



*The Commercial Lending Team  
(l to r) Patricia Robinson, Gordin McMurtry,  
Liz Joyner, Emily Friedman, and Bill Freeman.*

## Director's Corner

Craig L. Weiss, at 45, is the epitome of what politicians love to talk about—the small business owner—today's entrepreneur.

Craig began his business career with Feld Entertainment, producers of Ringling Bros. and Barnum & Bailey Circus and Disney on Ice, as a Promoter (Regional Marketing Director). Starting with a very, very small salary, Promoters were also given a supply of circus and ice show tickets that could be bartered for other expenses – hotel rooms, food, and whatever else was needed. Craig worked for Feld Entertainment for over 5 years, starting out in small towns and living "on the road," but eventually settling in Chicago, Feld Entertainment's largest market for the Ice Show and #3 for the Circus (behind only New York and LA). According to Craig, "It was a great business education, and I saw so much of this fabulous country that I had not seen before. I basically opened and closed a business in a market over a 6-month or 1-year period. The best result, of course, was that while at a meeting for the Marketing Department in Arizona, I met my wife, Cathy."

Craig returned to Memphis in 1996 and after a short stint at NBC in the Capital Markets Group, he became a partner in Tower Ventures in 1997. Tower Ventures develops and owns towers for the cellular industry. Craig started with the company on a project to lease roof-top space for a hotel group soon after a partner had sold a family 2-way radio business. Then the government (FCC) auctioned the PCS spectrum in 1996 and 1997, opening up competition in the wireless space. There were up to 6 new carriers in each market. "It was like the Wild West," Craig stated. "Carriers had to build out their networks by a designated time, and we were the company that could help them do that." The industry has matured now but is still growing thanks to the evolution to smartphones. Technology changes, but Craig reminds us that he is in the infrastructure business NOT the technology business. All of the changes that you hear about – 4G, LTE – those are changes in technology that all go on towers. Tower Ventures is one of the largest privately held tower companies in the United States with more than 600 towers in 28 states. Craig indicates that, by default somewhat, he handles many of the financial aspects of the company and the banking relationships—hence his relationship with Paragon.

Craig smiles and recalls as he talks to the CEO of Paragon that as an entrepreneur he went to banks with great ideas and analyses but no history, and he could not get a dime. That's why occasionally when he comes across a young person with a great idea, a good plan, and background of hard work, he continues to invest in small businesses.

In 2005, Craig acquired the assets of two local security-guard companies and merged them into Central Defense Security (CDS), where he has served as Chief Executive Officer since the acquisition. CDS provides physical security for various companies in Tennessee, Mississippi, and Arkansas with a focus on office and industrial real estate, retail, and the warehousing, distribution, and logistics industries. Craig and his partners have grown

CDS five-fold since and now CDS is one of the largest security firms in terms of hours per week (HPW) in Memphis. CDS will be opening a new branch office in Texas in 2012.

Before joining the Board of Directors of Paragon, Craig had experience on several Memphis Community boards. He is President-Elect of the Memphis Jewish Community Center having served on the Board and Executive Committee for many years. Craig is on the Board of the Memphis Jewish Federation and Bornblum Solomon Schechter School as well as the United Way of the MidSouth. Most of the board seats are reflective of his family interests. Cathy, Craig's wife, moved to Memphis when they married. They have three children: Isaac, 11; Ari, 9; and Ava, 8. The boys play various sports and Ava is a singer and dancer. The Weiss family treasures time together. Since the children were very young, the family has enjoyed spending vacations together whether at the beach or mountains.



*Craig Weiss*

It is obvious when you are welcomed into Craig's office you are in Longhorn country. He has a BA degree from the University of Texas. Craig returned home to the University of Memphis for his Masters in Business Administration. Interestingly, he pulls for Tennessee Volunteer football and Memphis Tigers basketball.

We appreciate Craig's guidance as a member of our Board of Directors!

Congratulations to Paragon's Senior Credit Officer, Marshall Talley, who was recently promoted to Executive Vice President.

In his role, Marshall is responsible for loan policy, proper loan grade identification, and the allowance for loan and lease losses.



## Locations:

### Paragon Place

*Poplar at Massey*

6300 Poplar Avenue, Suite 117  
Memphis, TN 38119

### Fountain Place

*Poplar at Valleybrook*

5400 Poplar Avenue, Suite 150  
Memphis, TN 38119

### Grove Park

*Poplar at Grove Park*

4515 Poplar Avenue, Suite 150  
Memphis, TN 38119

### Saddle Creek

*Poplar at Germantown*

7600 Poplar Ave  
Germantown, TN 38138

### Telephone:

901.273.2900

### Branch Hours:

8:30 am–5:00 pm, Mon–Thu  
8:30 am – 6:00 pm, Fri

### ATM:

24 Hours/7 days a week

### Paragon Direct:

901.333.0260  
24-Hour Voice Response Unit

### Online Banking:

bankparagon.com

### Mailing Address:

P.O. Box 2022  
Memphis, TN 38101-2022



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MEMBER FDIC



## Cullum Named to Top 40 Under 40 *(continued from page 2)*

Make-a-Wish holds a very special place in Ashley's heart. She has been very active with the organization since 2008 and is now an Associate Board Member. She has worked with the Shaun Micheel Golf Tournament since 2009 and worked with the Dishes for Wishes in 2011.

Ashley has been a fervent supporter of MPACT Memphis since 2008 and has worked hard to grow that business network as the Lunch Bunch Leader. Also focused on the youthful impact young Memphians are making on our city, Ashley began her extensive involvement with Memphis Business Alliance in 2009.

Through Paragon, Ashley takes a leadership role in yearly projects with the Mid-South Food Bank, The Society of Entrepreneurs, Hawkins Mill Elementary School, Race for the Cure, and Blankets for Babies at Le Bonheur.

Ashley and her husband Jonathan have a beautiful little girl, Collins McGuire, and expect another child in April.

“We are proud of Ashley,” stated Paragon CEO Robert Shaw. “She exemplifies Paragon’s commitment to our customers and our community.”



*Members of the Paragon Place Banking Center Penny Hill, Carole Hughes, Dave Biter, and Kim Brown, help celebrate Paragon's seventh anniversary on January 19.*



*Kathy Bomar celebrates with Paragon team members at her retirement reception in December.*

## Five Year Anniversaries

Congratulations and thanks to these employees who have celebrated five-year anniversaries!

Teresa Harris	12/11/2006
Dave Biter	12/11/2006
Nadine Golden	1/2/2007