

## Attachment 2

### TECHNICAL LICENSING QUALIFICATIONS

I have worked as an exclusive agent for AEP Energy (formally BlueStar energy) since January 2011. Since then, I have focused on growing my business specifically by targeting only business customers. As of March 2013, my book of business consists of 186 active accounts.

When I initially started as an exclusive agent with AEP Energy in January 2011, I was paired with an energy manager named Joseph Costa. Under the expert tutelage of Mr. Costa, I was able to obtain the knowledge and skills necessary to get started and to remain successful in the energy industry. Mr. Costa remained my mentor up until his departure from AEP in September 2012; after which time I was paired with a new channel manager, Erin Schmerschneider.

Now having 26 months of experience in the energy industry, I feel extremely confident from the training and experience, that I am ready to become a broker and pass my knowledge to potential business owners so they can begin saving on their electricity.

-My resume is attached as the last page of this package

**Jeffrey J. Beck**  
**2003 Dubloon Court**  
**Edwardsville, IL 62025**  
**618-806-2281**

- Skill Profile** Accomplished background in the mortgage and sales industry. Exceptional outside sales experience and great interpersonal skills. Experienced in developing and implementing businesses with the focal point being sales. Solid background in computer skills.
- 03/08-current** **President of American Home Lending USA, LLC in Edwardsville, IL.**
- 10/04 – 03/08** **Branch Manager, Benchmark Home Loans, Edwardsville, IL**  
Responsibilities included supervising loan officers, originating loans, and generating outside referral sources such as builders and realtors. Responsible for maintaining branch compliance with Benchmark Home Loans and the State of Illinois.
- 01/02 – 10/04** **Branch Manager, Carteret Mortgage Corporation, Edwardsville, IL**  
Responsibilities included coordinating all aspects of the mortgage business, from sales to processing of applications. Other duties included opening, training, and monitoring new branch offices throughout the country. Maintained working relationship with several major mortgage companies such as ABN AMRO/Interfirst and New Century Mortgage Group.
- 10/01 – 01/02** **Loan Officer, Centex Home Equity, North Charleston, SC**  
Responsibilities included generating leads and making sales calls. Processed loans from start to close. Utilized Contour software. Met and exceeded all daily and monthly goals set by management. Responsible for sending out mailers and generating new realtor business.
- 07/01 – 10/01** **Loan Officer, Conseco Mortgage, North Charleston, SC**  
Responsibilities included calling current Conseco customers, presenting mortgage proposals for consolidation, and refinancing existing mortgages. Cold calling was a critical aspect of my daily responsibility.
- 04/96 – 06/01** **Owner, Greenview Lawn Care, Hattiesburg, MS**  
Responsibilities included maintaining over 100 accounts as well as selling, invoicing, advertising, promotion, payroll, hiring, and customer service.

**10/98 – 09/00**      **Director of Tennis, Willis Terry Tennis Complex, Hattiesburg, MS**  
Responsibilities included coordinating all aspects of tennis programming, including USTA league play, sanctioned tournaments, and junior programs.

**08/95 – 05/98**      **Graduate Assistant, Univ. of Southern Mississippi, Hattiesburg, MS**  
Responsibilities included lesson planning, lecturing, organizing, and implementing class structure for tennis, weight training, racquetball, and developmental skills courses. Designed and developed skill-based and written tests for college students. Responsible for issuing letter grades to 100 students each semester. Assisted professors with various research projects.

**Education**

**1996: Master of Science**  
University of Southern Mississippi, Hattiesburg, MS  
MS in Sport Administration

**1995: Bachelor of Science**  
Towson State University, Towson, MD  
BS in Sport Management: Physical Education Emphasis  
Minor: Business Administration