



In The Loop

A Newsletter for the Partners of GSG
September 2007

We are very pleased to announce that GSG and Pete Snyder/ Snyder Consulting Solutions, LLC have agreed to form a Strategic Alliance with the intent to purchase Snyder Consulting Solutions. This Strategic Alliance is in perfect alignment with GSG's vision to become a leading provider of solutions for credit unions. Pete and SCS have a wealth of industry knowledge and expertise that can assist credit unions. We are very excited about all of the possibilities that this will create for GSG and our Partners. Following is the press release:

GSG AND SCS TO FORM STRATEGIC ALLIANCE

Denver, Co/Rocklin, CA. (September 12, 2007). Scott Jentz, President/Founder of Gateway Services Group, LLC ("GSG") and Pete Snyder, President of Snyder Consulting Solutions, LLC, announced that GSG and SCS have entered into a strategic alliance to jointly and collaboratively provide credit unions with an expanded scope of services. GSG is the multi-credit union owned CUSO providing nationwide solutions for credit unions in investments and insurance and SCS is the consulting firm formed by Snyder in 2005. In addition to the announcement of the strategic alliance between GSG and SCS, there are active discussions taking place in conjunction with the acquisition of SCS by GSG.

"As GSG has rapidly expanded the credit unions it serves and its array of solutions, we have been actively exploring strategies to offer consulting services to credit unions in our core areas of expertise. SCS and Pete's nearly three decades of financial services experience will allow GSG to quickly provide this added scope of services that are very much in line with GSG's vision and strategic focus," Jentz noted. "The combined experience and skill sets within the GSG family of companies is already strong and diverse," said Jentz, "the addition of Pete and SCS to our GSG family of companies will provide credit unions with an unsurpassed resource for their investment, insurance, and consulting needs."

The scope of services provided by GSG includes the full outsourced management of credit unions' investment and insurance programs, sales coaching of individual employees, recruiting for investment and insurance resources, and business planning for the investment and insurance areas. SCS provides comprehensive consulting services, with an emphasis on using a scorecard model to measure performance and productivity benchmarks and metrics for credit union retail investment and insurance programs.

As previously announced by SCS and Callahan & Associates earlier in 2007, the two firms have launched a joint initiative to bring the credit union industry its first ever credit union only annual retail investment services benchmarking study. With the alliance between SCS and GSG now in place, the SCS/Callahan benchmarking initiative will become part of the aggregate GSG family of companies' offerings to the credit union industry. This annual benchmarking data will provide credit unions with the tools to establishing performance standards for their retail investment programs.

"GSG is positioned to take credit union investment and insurance programs to the next level," Jentz said. "We are credit union owned and believe in the power of the collaborative model. We are committed to continuing to focus on the needs of credit unions and their members. The alliance with SCS will be a great fit in our growth strategy."

For further information about the alliance between GSG and SCS you can contact Scott Jentz at 720-260-3167 or Pete Snyder at 916-624-2161. Email addresses for Scott and Pete are: scottjentz@gsgllc.com; and pete.snyder@sbcglobal.net.

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