



▶ [WWW.AMFAMMORTGAGES.COM](http://WWW.AMFAMMORTGAGES.COM) – LEARN ABOUT OUR COMMERCIAL LENDING PROGRAM AND SUBMIT LOAN INQUIRIES ONLINE.



▶ ALTERNATIVE INVESTMENT DEPARTMENT WELCOMES ANOTHER MEMBER.



# COMMERCIAL MORTGAGE UPDATE

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### Department Website:

[www.amfammortgages.com](http://www.amfammortgages.com)

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## WHAT IS AMERICAN FAMILY LOOKING FOR ENTERING 2010?

An ideal transaction would be a combination of several of the following:

- Low LTV (<60%)
- Well located
- Credit tenancy
- Diversified rent roll
- Long term leases
- Superior quality asset
- Possible recourse
- Low cash flow risk
- Limited refinance risk

Due to high request volume we are focusing exclusively on transactions that incorporate several of the preceding criteria.

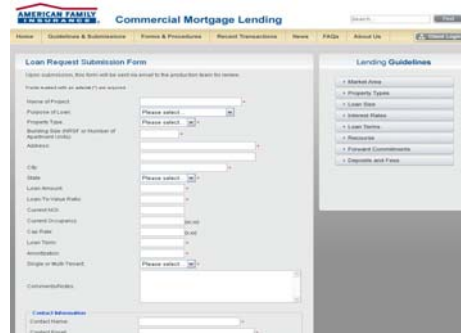
## New Commercial Mortgage Website

The commercial mortgage team is pleased to announce the launch of our new website, [www.amfammortgages.com](http://www.amfammortgages.com). The site provides our partners access to up-to-date, relevant information about American Family's commercial lending program, including current lending guidelines, recent transactions, and latest newsletters. We have also streamlined our loan proposal process by creating a secure, online form that can be submitted directly to the commercial mortgage team. Please take a moment to browse the site and learn a little more about American Family's commercial lending program. We look forward to any comments or suggestions on how to enhance the site.



[www.amfammortgages.com](http://www.amfammortgages.com)

## Submit Your Loan Inquiry Electronically



Due to the increased number of deals crossing our desks, we encourage the use of our online submission form for deal-specific inquiries, requests or proposals. The use of this form will ensure a review by our team and allow us to more efficiently respond to the high volume of opportunities. The form can be accessed by clicking the red "Submit Loan Request" button located in the lower right-hand corner on most pages of the site. If you have any questions regarding the use of this form please feel free to contact us.



## Alternative Investment Department Welcomes Newest Member

Ryan Voge joins the Alternative Investment Department from the Fixed Income Department within American Family's Investment Division. Before joining the company in the Controller Division in 1997, Ryan was an auditor with the State of Wisconsin. Ryan earned a bachelor's degree in accounting from UW-Whitewater, has attained the Certified Public Accountant (CPA) and Certified Management Accountant (CMA) designations and is currently working towards earning a CFA designation. Ryan will primarily work with Dave Sebald on managing the private equity portfolio but will also spend time with Jeff CaPaul and Laura McGraw managing the commercial mortgage portfolio.

## FEATURED TRANSACTION



### Office – Texas

\$7,450,000 – 8 yr. term / 30 yr. amort.

*STRENGTHS: Low loan-to-purchase, high quality construction, history of high occupancy, strong tenant mix.*