

**EXCEL NAT'L BANK PREZ NAMED COLEMAN REPORT'S "20 MOST INFLUENTIAL"
(Banking Veteran Nabs Spot On Leading SBA Industry Publication's Annual List)**

Banking veteran Brian Carlson, president and CEO of Excel National Bank in Beverly Hills, has been named one of the Coleman Report's 20 most influential leaders in Small Business Administration (SBA) lending. (The SBA is one of the primary lending sources for start-ups and those looking to expand their businesses.) According to Robert Coleman, whose publication is considered the leading source of news pertaining to the SBA, the "top 20" consists of those who have "made the most significant impact on SBA lending so far this year." Others honored include SBA Administrator Steven Preston, Senator John Kerry and Inc. Magazine's Robb Mandelbaum.

"While many banks claim that their business model is heavily invested in SBA lending, few pull it off," said Coleman. "Not only did Brian Carlson pull it off, but Excel National Bank is a model of what to do right."

In just two years, the bank has rocketed to the 22nd spot in nationwide SBA lending with 228 loans totaling \$200 million. With assets of more than \$120 million, Excel offers a full range of services including commercial real estate loans, construction loans, business lending and comprehensive retail banking services. Its growing reputation as a preferred SBA lender, however, is the key factor in its meteoric rise. Excel has helped a wide range of businesses from motels and gas stations to professional groups (e.g., medical, dental and law practices) expand their operations and realize their true growth potential. Its primary strength is its ability to help clients quickly and efficiently navigate through the complex SBA lending process.

While headquartered in Beverly Hills, Excel National Bank maintains offices in Los Angeles, San Francisco, San Diego, Sacramento, San Bernardino and Fresno. Its out-of-state offices are in Chicago, Phoenix, AZ and Bellevue, WA. For more information, call (310) 362-2000 or visit www.bankexcel.com.
