

[PLUS] **WOMEN IN BUSINESS PROFILES**

pasadena

SPECIAL BONUS SECTION
PRIVATE SCHOOL
DIRECTORY 2011

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Can
Do It!**

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Charge
Power
Women
Who
Launch,
Not Lunch**

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MINUTES:
5 QUICK
DISH RECIPES**

Alison Brie
as Rosie
the Riveter

MAY 2011 \$6.95 US



Mary Lynn Lenz

With a total of six locations, Professional Business Bank is quite different than your traditional bank. It caters to small businesses within the community, and is run by an ambitious, passionate woman of Pasadena, Mary Lynn Lenz, chief executive officer.

Lenz is the oldest of seven children born in 10 years. She was taught to take on a great deal of responsibility at an early age, to be independent, and that there was nothing she couldn't do.

From a work perspective, Lenz's mother was a registered nurse and worked the night shift as her father was in pharmaceutical sales and worked the day shift.

"There was always somebody with all of us," says Lenz. My dad would wake up in the morning, make us all breakfast, and pack our lunches, and my mom would get home at 8 A.M., and kiss us goodbye. We'd go to school and she would go to bed for the day. I definitely followed their work ethic example. My mom still tells me that she can't believe I've gotten this far in the financial services industry, but really, it was her directive."

As a theater student in college, Lenz was paying her own tuition and needed work desperately and took on a job as a teller at Empire of America, a nearby federal savings bank. She then began climbing her way to the top.

"I worked my way up from a teller and really enjoyed it because it was sales and service," explains Lenz. "I was constantly selling new products, financial solutions to new customers, and at the same time, I was servicing their needs and I really liked that."

Lenz proceeded to work on the platform where she opened new accounts, took on outside sales and sold retirement plans, ultimately taking over a large segment of the mortgage division, and graduating to a national position. The bank was one of the top seven savings banks in the country.



After moving on to KeyCorp, Citizens Bank and Slade's Ferry Bank Trust Company, a community bank in Massachusetts, Lenz was introduced to Belvedere Capital who owned Professional Business Bank, and they just so happened to be on the lookout for a CEO. In March of 2009,

Lenz accepted the responsibility and began working through the problems the bank had encountered.

"The most rewarding aspect of my job has been to take a very distressed institution and see it come back to life again," says Lenz. "We constantly hear how many banks are

being closed and that's not where we wanted to be. We saved this bank, found a successful merger partner and re-capitalized it with such great strength to grow. It was the toughest two years of my career, but it's paid off."

— Kimberly Haddad