



Featured from left to right: Tom LaCroix, Taeko Nakachi, and Ted Phelps.



BEACH BUSINESS BANK

## THE PERFECT CLIENT

**THEODORE G. PHELPS** is the Chief Executive Officer and the founder of Phelps Consulting Group, providing valuation services to the banking industry, and also working with financially distressed companies in a career that spans nearly 30 years. In addition to valuation services, Phelps' consulting capabilities include corporate turnaround, problem loan workouts, and financial restructurings. The firm also has a wide-ranging forensics practice, providing investigative services and complex business litigation support. Phelps is nationally recognized for his expertise.

Early in his career, Phelps realized that he would need the help of a knowledgeable banker from a reputable business bank in order for his own business to succeed. That's where Tom LaCroix entered the picture. For more than 20 years, LaCroix has been Phelps' banker. When LaCroix came to work at BEACH BUSINESS BANK, Phelps followed. "I knew that BEACH BUSINESS BANK would offer the right products and services for my business, because I know what Tom demands for his clients" Phelps said. "I've been pleased to find that BEACH BUSINESS BANK offers even more than I expected. BEACH BUSINESS BANK is a terrific business bank."

Taeko Nakachi works with LaCroix on Phelps' accounts. "Ted is our perfect banking client," she said. "He has an excellent service company. In fact, I recently recommended his valuation services for one of our clients. The client received some value-added ideas for the operation of their business, in addition to a quality valuation analysis. We love to work with people who are the best in their field and Phelps Consulting Group fits that description perfectly."

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