

### **Sisters and Brothers of Tau Beta Sigma Alumni Association:**

This is my formal letter of interest for the vacancy position within the Tau Beta Sigma Alumni Association Executive Council. I have been a part of Tau Beta Sigma for many years and have participated in many conventions as an advisor, delegate or chair of committees. I have held positions within my chapter as an active member such as Historian for 2 years and VPM. I am currently the Sales Manager and VP for UAMC/Eagle Mortgage, a division of Lennar Homes. I'm currently apart of the Glen Allen VA office which consist of 5 loan officers, one LOA and two processors. I am a person that possesses strong leadership and organizational skills. I am capable of being a leader and a team player. I was granted an opportunity to serve that last two year as the Finance Chair of TBSAA due to a sudden resignation. I had the opportunity to see how the organizations functions as a whole and did my absolute best to contribute as much as I could in that short amount of time. I was also able to contribute some ideas toward helping TBSAA better serve our alumni sisters and brothers.

I have a unique vision to contribute to TBSAA. As an organization I see it growing even better and stronger. But we still need to increase our presence and grow interest in wanting to be a part of TBSAA. I have a vision that is geared on sparking people's interest in wanting to learn more about TBSAA and wanting to be a part. The goal is to give sisters and brothers a reason to want to be a part of our organization. We need to be more visible and more hands on. TBSAA conducted a financial workshop "Fundraising Ideas" This workshop was done at district conventions which was geared toward helping chapters large and small with fundraising ideas to help them to fund programs for their band organizations. I was also able to write an article in our alumni publication with suggestions on how to deal with student debt after graduation. But I want to do more. If given the opportunity, I want to be able to have fundraisers to increase our grant scholarships and make them more attractive to get more people to apply for them. I also want our alumni to be more visible where we have our own TBSAA shirts that show it is not only a "HONOR TO BE SELECTED TO SERVE" but a privilege that you can continue to serve above and beyond graduation. Most sisters after graduation still have the urge and drive to want to be active and work for Tau Beta Sigma and just don't know what to do. It is imperative that we build up the brand of TBSAA and grab those who want to continue to do the same.

Although it is important to build the brand of TBSAA, it is also important to maintain financial stability so the organization can continue to function and be a contributing factor as a whole. Having an extensive financial background enables me to be creative in fundraising and marketing ideas for the organization. There are so many new and innovative ways to fundraise and solicit for money. I know I have the knowledge, skills and abilities to execute any task that is given to me.

In conclusion, if chosen for the position on the TBSAA Executive Council, I will work hard to continue the programs presently established and work toward building and creating new programs that will continue in aiding the growth of our Alumni organization.

**Tyra Yiare**  
**40508 Waterview Dr.**  
**Mechanicsville, MD 20659**  
**Email: [tyiare@aol.com](mailto:tyiare@aol.com)**

## **Objective**

Possess outstanding analytical and organizational skills, which include the ability to prioritize and manage multiple projects and personnel under pressure. Have in excess of 22-years of Banking and Finance experience working for nationally recognized lending institutions. Ability to work independently and complete complex projects with minimal guidance. Experienced professional with excellent interpersonal skills, which allows for the seamless interaction with internal and external senior executives. Able to maintain personal confidences and safeguard confidential corporate information.

## **Employment**

**11/2013-Present UAMC/Eagle Mortgage**  
**Sales Manager Vice President**

**Glen Allen, VA**

Responsibilities include but are not limited to managing a satellite branch office and increase overall market share, service and profits by soliciting new business and originating new loans. Duties also include monitoring lender programs and requirements, provide coaching and promote a professional team effort, originate new loans and ensure all loans meet the guidelines of the Products and Policies manual; build rapport with and maintain open lines of communication with borrowers and realtors.

**7/2006 – 11/2013 Fargo Mortgage**  
**Mortgage Consultant and Financial Planner**

**Washington, DC**

Responsible for outside sales origination and production of consumer and installment loans directly to the customer through solicitation of builders, developers, real estate, brokers, and financial institutions. Establish relationships with referral sources to obtain quality loan applications. Sell the advantages of the company, products, and programs to referral sources and customers. Structure, quote and follow up on loan transactions from origination to close. Function as principle liaison throughout the sales process.

**2/2006-7/2006 Citi Mortgage**  
**Mortgage Consultant**

**Washington, DC,**

Responsible for sales growth with current clients and solicitation of new clients; Solicited membership applications from Mortgage Brokers in designated territory; Provided training and guidance to approved brokers regarding CMI's programs and policies; Solicited loan requisitions from Mortgage Brokers in designated territory; Provided continuous follow-up with approved brokers to ensure business is being referred, CMI loans are registered to close and quality standards are maintained; Represented CMI at local trade shows/conferences.

**7/2002-2/2006 BB&T BANK**  
**Banking and Consumer Lending Retail Service Loan Officer**

**Washington DC,**

Duties included but were not limited to: sale and marketing of BB&T Mortgage Loan products within bank policies and procedures as well as consistent, effective referrals of mortgage clients for other bank services, including the qualifying packages of services, and insurance products. Also responsible for identifying, developing, managing, servicing, and expanding retail loan relationships in an assigned market by offering a full range of retail credit services to existing and prospective clients.

**8/1999 - 7/2002 Chevy Chase Bank**

**Washington, DC**

### **Sales And Service Loan Officer**

Developed aggressive sales goals with banking managers which included portfolio management. Performed daily/weekly sales reporting for banking center managers.

### **Sales and Service Associate**

Sold all deposit and consumer loan products to new and existing Chevy Chase Bank customers. Developed aggressive and ambitious individual sales goals with the banking center manager which included ongoing portfolio management, daily product goals and daily telemarketing outside sales goals. Performed daily/weekly sales reporting for banking center manager and served as acting banking center manager during absence of manager. Also originated consumer, business, mortgage, lot and land loans up to booking, and expanded relationships through quality customer service with all assigned portfolio customers, existing unassigned customers and new customers. Acted as a contact for all new customers whenever possible.

### **Customer Service Representative**

Completed all transactions accurately and in an expedient manner. Responsible for excellent customer service and problem resolution. Also sold bank products and expanded new and existing relationships through quality customer service.

### **6/1993 - 9/1999 Bank of America Consumer Banker III**

**Washington, DC,**

Sold all deposit and consumer loan products to new and existing Bank of America customers. Developed aggressive and ambitious individual sales goals with the banking center manager which included ongoing portfolio management, daily product goals and daily telemarketing outside sales goals. Performed daily/weekly sales reporting for banking center manager and served as acting banking center manager during absence of manager. Also originated consumer, business, mortgage, lot and land loans up to booking and expanded relationships through quality customer service with all assigned portfolio customers, existing unassigned customers and new customers.

## **Education**

### **5/1993 Howard University**

B.A. Political Science with a minor in Radio/ TV

**Washington, DC**

### **6/2014 Jones International University**

MBA Business Management Marketing

### **1/2015 UMUC current**

MSM Project Management

## **Affiliations:**

- Tau Beta Sigma National Honorary Band Sorority
- Howard University Political Science Society
- Alpha Phi Omega Service Fraternity
- Howard University "Showtime" Marching Band
- Tau Beta Sigma Alumni Association
- Northeast District Alumni Association

## **Assets:**

- **Certified Mortgage Broker and Financial Advisor**
- **World Wide Web**
- **Microsoft Office Suite (Word, Excel, PowerPoint)**
- **Microsoft Mail**
- **Strong Organizational Skills**
- **Able to prioritize**
- **Detail oriented**

## **References**

Melanie Meehan: [melaniemeehan@gmail.com](mailto:melaniemeehan@gmail.com)

Eric Morson: [Easye1@aol.com](mailto:Easye1@aol.com)





# Abbottston

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April 28, 2017

Letter of Recommendation for Tyra Yiare  
Candidate for position on the TBSAA Executive Council

Dear Executive Board,

It is my pleasure to write a letter of recommendation for our sister, Tyra Yiare, to serve as a member of the Executive Council.

I have known Ms. Yiare since she was an undergraduate student at Howard University several years ago. Ms. Yiare served her active chapter, continued to support as an alumni sister, and has stayed dedicated to the National organization during her adult life.

Ms. Yiare can be described as a hard-working, dedicated, optimistic leader. She does not let obstacles get in her way, nor does she let disappointments deter her from her goals. She has demonstrated commitment, dedication, and teamwork with Tau Beta Sigma as an alumni sister.

In her professional life in finance, Ms. Yiare has gained skills which will benefit the Alumni Association now and into the future.

I highly recommend Ms. Yiare for a position on the Council. She is humble, cheerful, and hard-working. She will not only use her own strengths, but will call on her many supporters if necessary. She will be a phenomenal team player.

If you have any questions, please do not hesitate to contact me.

Sincerely,

Cathy Miles  
Life Member, Epsilon Omega Chapter  
Tau Beta Sigma Band Sorority

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The Vision of Abbottston Elementary School is to equip all students with the ability to achieve at high levels, both academically and socially, in order to become college and career ready. We accomplish this by knowing our students well and by including all stakeholders to provide high quality instruction and a nurturing community where children feel safe, productive and successful.



# TAU BETA SIGMA

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## FOR GREATER BANDS

April 30, 2015

Letter of Recommendation for Tyra Yiare - TBSAA Executive Council Candidate

TBSAA Sisters, Brothers and Friends,

It is with pleasure that I submit this letter of recommendation for Tyra to serve on the TBΣAA Executive Council. I have known Tyra since the early 1990's, during our days as active members in the Northeast District. Her continued involvement and leadership as a dedicated alumni and life member for over 24 years and her current service on the TBΣAA Executive Council as our Finance Chair, is a gift for our organization.

As illustrated in Tyra's Sorority resume, she brings a diverse array of Sorority experience, knowledge and passion to our organization. From her active days with the Eta Delta chapter, to her alumni and life days supporting her home chapter, the Northeast District and the National organization, Tyra can contribute to the TBSAA's goals and achievements with her leadership style and vision for moving our organization forward. While every TBSAA goal is important in its own right, fiscal responsibility and fundraising hold the keys to our organization being able to continue operating. I believe that this is an area where the TBSAA can benefit greatly from Tyra's continued service on the Executive Council. Taking her educational achievements, professional experience in the financial industry and her personable style of working with others into consideration, Tyra can use her unique experiences and skills to help strengthen and grow our TBSAA bonds, achieve our organizational goals and ensure our organization continues to be fiscally viable.

Your consideration of giving Tyra the opportunity to continue serving on the TBΣAA Executive Council is greatly appreciated. Tau Beta Sigma for Greater Bands Forever!

In the Bond,

Melanie Meehan

Life Member, ΔΔ-TBΣ

TBΣAA Charter Member

TBΣ Board of Trustees (2005-2013)



Dear Sisters of TBSAA,

I am writing to you to express my support for Tyra Yiare and her bid for reelection to the TBSAA Executive Council. I have known Tyra for about three years, with most of my interactions with her occurring over the past two years. As I hope it will be clear, I think very highly of Tyra and wholeheartedly support her candidacy for TBSAA Executive Council, more specifically the Finance Chair.

As many in our organization know, there are “those alumni” that are always willing to help and always follow through on the commitments they make. As a student, I would hear many Eta Delta active Sisters speak about Tyra as one of “those alumni.” I got to know Tyra throughout my District Presidency, even moreso while planning Northeast District Convention. When it came to deciding on who will take part in implementing District Convention, it was not a question on if Tyra would take part, it was a necessity that Tyra took part. She served as our Ways and Means Committee Advisor at the 2016 District Convention. She provided effective financial advice to the Committee and the District on how we can stimulate fundraising efforts and how we can become a more financially stable District. Tyra has remained an effective force for the Northeast District and I know that she has remained a great resource for the District. I have no doubt that TBSAA will benefit from Tyra’s continued leadership.

Tyra has a wealth of knowledge and experience both inside and outside of Tau Beta Sigma that can translate to continuing TBSAA on a path of greatness. She has the ability to look at a current financial status and find ways on how to lay out attainable goals that provide a more stable financial foundation. This will allow TBSAA to expand its programming abilities and provide better opportunities for both active and alumni Sisters of Tau Beta Sigma.

Tyra’s goals for TBSAA consist of both financial goals for TBSAA and financial goals for Sisters of Tau Beta Sigma. TBSAA has excellent programs in place, and from her goals Tyra wants to bring in more personal growth programming for both Active and alumni to benefit from, namely workshops on how to manage student debt. I believe Tyra will be an excellent person to bring that kind of programming to TBSAA, which would in turn help build TBSAA’s brand and could boost its membership base.

Tyra is pragmatic, energetic, and intelligent, and those personal attributes will help TBSAA build upon its stable foundation. I encourage you to join me in supporting Tyra and her reelection to the TBSAA Executive Council. If you have any questions, please do not hesitate to reach out to me.

Respectfully Submitted,

Christopher A. Lukasik  
Tau Beta Sigma Life Member #3259  
Past Northeast District President 2015-2016