

MBA Graduate Program

PROGRAM OVERVIEW

Starting pay: \$45,000

Expectations:

Individuals enrolled in the Hankey Group MBA Graduate Program should expect to acquire valuable marketing, sales, finance and management skills in a fast-paced, real life environment. Participants are involved in a comprehensive business skills training program which will provide a foundation for a successful career in business administration. Upon completion of the Program, participants have an opportunity to work with Westlake Financial Services (www.westlakefinancial.com) and move into the internal marketing department, sales department, finance department, Risk, and IT department or move up further in the Originations Department. Participants may also have opportunities to work with other Hankey Group affiliates such as Knight Insurance Group (www.knightinsurancegroup.com), Nowcom Corporation (www.nowcom.com), Midway Car Rental (www.midwaycarrental.com), or Hankey Investment Company (www.HICLP.com).

Company Objectives:

To grow revenue every year by at least 20%, maintain the profit, as a percentage of revenue, above industry averages, and to maintain the Hankey Group's historical annual 20% increase in revenue and profit. In addition, to maintain a 30% return on equity (before tax).

Requirements:

You should be interested in a management, finance, and sales environment, and have strong leadership abilities and multi-tasking skills. You must be ambitious, creative, personable, resourceful and hard working.

A post-graduate degree

Individuals enrolled in the MBA Graduate Program are paid on a performance-based pay plan.

Benefits:

The Hankey Group offers a comprehensive benefits package to our full-time employees, which includes group medical, dental, vision, life and long-term disability insurance coverage, as well as retirements plans designed to protect their health and provide them with financial security today and in the future. We also offer a paid time-off program as well as benefits that can help balance the needs of work and family life.

The Hankey Group continues to expand nationally, and we see nothing but sustainable growth ahead. When you join the Hankey Group MBA Grad program, you'll join a growing industry leader. You'll learn to network and manage time to make your experience at Hankey Group even more successful.

Although Hankey Group provides unparalleled, "real world" practical experience in a dynamic business environment, individuals completing the MBA Graduate Program do not receive an academic degree or academic certification of any kind.

Education Requirement:

Master's degree

Recommended but not required:

Marketing/Management/Finance/Sales/Econ experience recommended

ABOUT THE HANKEY GROUP (parent company of Westlake Financial Services)

Westlake Mission Statement:

PEOPLE: Our people are what make us special. We respect each other's unique contributions to the team; we promote integrity in all our actions, and we encourage our associates to seize every opportunity for personal excellence and success.

PURPOSE: Our purpose is to provide world-class service to our customers, dealers, and partners, while promoting dynamic growth founded on solid financial stability.

PASSION: We have passion for what we do, thrive on innovation and the challenges of change; and foster a sense of ownership while having fun as we strive to be the best.

Company Description:

The Hankey Group is comprised of seven operating companies with more than 1,600 employees, primarily headquartered in Los Angeles, California. As of January 2011, Hankey Group's total assets exceeded \$1,800,000,000. The Hankey Group has invested heavily in technology in every aspect of its operations and this investment has resulted in unparalleled efficiencies and mobility in accessing and analyzing the critical path of all transactions.

- Company link: www.hankeygroup.com
- As of **January 2012**, there are more than **1,600** employees within the Hankey Group.

