



CEOCFO

Interviews & News!

ceocfointerviews.com – All rights reserved. – Issue: August 17, 2007

1st Global Financial's credit card processing and electronic movement of money solutions is making it easier for small to mid-sized companies to focus on their own business



**Financial
Merchant Transaction Processing
(FGBF-OTC.PK)**

1st Global Financial Corp.

**4760 South Pecos Road, Suite 103
Las Vegas, NV 89121
Phone: 866-418-1432**

**Mr. T. A. Gillis
President and Director**

BIO:

Mr. Gillis is considered an icon in the credit card processing industry. With over 30 years of experience, he is considered one of the pioneers in the conversion of credit card processing into an electronic format. Mr. Gillis has achieved unparalleled success. Taking advantage of the relationships he has built over the years with industry associates and colleagues, Mr. Gillis has created inroads that would otherwise not be available.

Company Profile:

1st GLOBAL FINANCIAL CORPORATION (GLOBAL) is a publicly traded (OTC:FGBF) corporation specializing in merchant transaction processing services and products and in providing alternative working capital financing for small to mid-size merchants. GLOBAL has four operating subsidiaries.

GLOBAL's principal executive office is located in Las Vegas, NV. It has its West Coast office in Santa Fe Springs, CA. Its East Coast office is in Brooklyn, NY. Subsidiary offices are located in Moorpark, California, Brooklyn, NY, and

Santa Fe Springs.

**Interview conducted by:
Lynn Fosse, Senior Editor
CEOCFOinterviews.com**

CEOCFO: Mr. Gillis, what is the focus for 1st Global Financial?

Mr. Gillis: "Our focus is to provide financial solutions as far as credit card processing and anything to do with the electronic movement of money. We offer payment processing, financial institutions to subsidiaries. We have credit and debit card acceptance, a check guarantee program, check verification, check conversion, payroll services for large corporations like these large corporations or rubbish companies that monthly bill their customers. We provide point-of-sale terminals to merchants to process credit card transactions. We provide leasing for those terminals and also we provide working capital for the merchants throughout the United States. We have a garage and if you need a diagnostic scope for \$20 thousand, we advance them the \$20 thousand and then we remove it out of his credit-card processing settlement, daily or weekly, whatever he chooses."

CEOCFO: Is there a typical customer or segment of the market that you look at?

Mr. Gillis: "We specialize in small to mid-sized merchants, meaning garages, restaurants, gyms. We have doctors' offices and the typical place where the customer will walk in and have a face-to-face operation is our typical customer. Our a-typical company is maybe a rubbish company where we would do the billing for them for all of their merchants. We do cash-advance programs to small or mid-sized merchants."

CEOCFO: Why should a company be using 1st Global?

Mr. Gillis: "We provide excellent customer services; if the merchant needs supplies, if the merchant has a problem with the transaction. More importantly, we give back to the communities. We have relationships with charities, and we will go to a Latino community, a chamber of commerce and we help the Latino chamber of commerce by going to their merchant base, providing processing for their merchants with rebate back to the community, kids at risk or a charity for which they have an affinity. We focus on that with a gentleman by the name of Patrick Rummerfield. Patrick became a quadriplegic in a car wreck when he was in his early twenties. Patrick was a quad for some fifteen years or so and by the grace of God he was made full-bodied, meaning he got his mobility and body functions back. Patrick represents and works with Kennedy Krieger, which is a spinal cord injury research center. We go to corporations that Patrick has worked with and we do their processing for them with rebate back to the 501(c3) charity. We like to think we are part of communities across the United States. With those rebates back to help crippled children, it doesn't get better than that. On a personal side, I have a son that had cerebral palsy, and when he was a kid, I would help him into the pool and other kids in the pool doing therapy. It is very rewarding to see especially a child who may not be mobile get into the water and they become mobile and move. We enjoy an opportunity to give back to the communities who give us an opportunity to help us with their processing needs."

CEOCFO: So it is win/win for everybody!

Mr. Gillis: “Absolutely! You help these kids and it touches your heart; it is so rewarding.”

CEOCFO: How do you drive growth?

Mr. Gillis: “We increase business by going to what is called independent sales offices in our world. They walk into merchant offices and ask the merchants if they could use some cash and if they can, we work with the merchants by advancing them cash. We provide products to our independent sales agents across the United States that merchants can use and appreciate. I have been in this business since the mid eighties, so I have relationships across the United States with a lot of these independent sales organizations. They know me; we have done business in the past, and providing them the opportunity to give back to the communities, to gain stock in our publicly traded company. These are things that field agents need, understand, and appreciate. They are coming to us and we are growing on nearly a daily basis because of affinity, because of our giving back and because of the opportunity to have stock in a publicly traded company predicated on the palpability of the portfolio that they send us.”

CEOCFO: What is the market for the small to mid-sized merchants that are not going for traditional financing; will you give us a sense of the market you are dealing with?

Mr. Gillis: “They are your typical merchant who processes on the low range of 8 to \$10 thousand a month on credit cards. We have some who do as much as a million a month. There is not really a typical merchant. We have everything from restaurants to machine shops to gymnasiums to rubbish companies.”

CEOCFO: Why would a merchant finance with 1st Global instead of a bank?

Mr. Gillis: “The reason a merchant will go with us first of all is our agent walks in and plants a seed and it is easier to go with us because if they are working with their bank being a small merchant they have to collect three years of past taxes,

three years of financials. A lot of collecting for a guy that is trying to run a garage and trying to make a living by being there ten or twelve hours a day, it is very hard for him to take a half day off, go to the CPA, get the records he needs, carry them to a bank. Most of it is comfort and convenience. With us, we do not require that much paper work, with us if he is processing transactions I can see it on a daily basis if they are in front of me. It is just much easier for them. A lot of these merchants are a one or two person shop and it is extremely difficult to take a day or a day-and-a-half off to get it done.”

“Our focus is to provide financial solutions as far as credit card processing and anything to do with the electronic movement of money. We offer payment processing, financial institutions to subsidiaries. We have credit and debit card acceptance, a check guarantee program, check verification, check conversion, payroll services for large corporations like these large corporations or rubbish companies that monthly bill their customers. We provide point-of-sale terminals to merchants to process credit card transactions. We provide leasing for those terminals and also we provide working capital for the merchants throughout the United States. We have a garage and if you need a diagnostic scope for \$20 thousand, we advance them the \$20 thousand and then we remove it out of his credit-card processing settlement, daily or weekly, whatever he chooses.” - Mr. T. A. Gillis

CEOCFO: What is new in the credit card processing industry and how do you keep us with the latest trends and the latest technology?

Mr. Gillis: “On a daily basis all the equipment that the merchants use, changes nearly on a daily basis. With us, we have the experience of being in the business since the mid 1980’s and we kind of set the trend and we always have. My previous company, which was First National Processing, we set the trend, there are very few who do a cash advance. We provide 24-hour customer service to our merchants because they are important. That is where our value lies in in our portfolios so we do not want to lose merchants. Another thing that is new is

we provide stock opportunities to our down-line sales offices; I do not know of anyone else who does that.”

CEOCFO: What is the financial picture today at 1st Global?

Mr. Gillis: “We are growing on a daily basis. We started out some six or eight months ago and we processed 600,000 in September (2006). This month we should be up around 8 million. We are growing and our portfolio is building; we probably have six or seven hundred merchants in our portfolio. I really have not gone after sales offices across the nation yet because we wanted to have all of our structure in

place with the 501(c3); that is one that rebates back to charity. We are working the Latino community first and we have learned a lot about that. We are really spooling up in the Latino community and, we are being endorsed by them, because of our rebates back to the community. They are appreciating us and really supporting us. We are training Latino agents in the industry and there are not many of those and they appreciate that.”

CEOCFO: Why should investors consider looking at 1st Global?

Mr. Gillis: “When we go to the money shows, people see we are building a portfolio that is generating recurring monthly revenues. Investors who are looking for a solid

company to invest in and appreciate, vs. a company that has developed a software program that may be unique for the moment, but when a new program comes out that has a few more bells and whistles, all at once they kind of get left behind. We have been in this business since the mid-1980’s, since the conversion from paper to electronic. Recurring revenues, because of our portfolio, is our biggest asset. Investors appreciate that. They know we are going to be here because our portfolio is building on a daily basis. We have excellent management. The people I have around me have been in the business. The sales offices around the United States, all of them have been in the business eight to ten years. The management, the market-

ing, our portfolio, our marketing concept of giving back to the communities and our investors tell me that has a great appeal to them.”

CEOCFO: What should people remember most about 1st Global?

Mr. Gillis: “That we give back to the community and that we are part of the community and we are there to help a child. Aside from that, we know how to

give excellent service to our merchant base. We are always on the leading edge; in our technology and willingness to listen to the community.”



1st Global Financial Corp.
4760 South Pecos Road, Suite 103
Las Vegas, NV 89121
Phone: 866-418-1432