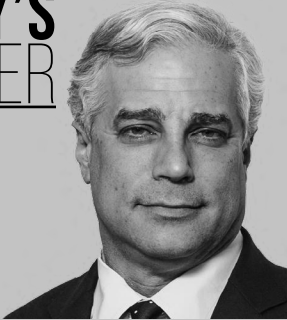


BARRY'S CORNER



Congrats to Newtek for a great quarter! On behalf of all of Newtek's stakeholders (employees, shareholders, creditors) I wanted to thank each and every one of you for making Newtek a better company through the pandemic. Our stock price reached an all-time high on May 13, 2021 and each and every one of you are responsible for that end result. We all appreciate your efforts.

[Click here to read the full Q1 Earnings Press Release](#)

[Click here to listen to the recorded call and view the presentation](#)



NTS

New Hires

Leonard Campbell EndPoint Tier 2 Engineer

Leonard Campbell comes to NTS working remotely from Chesapeake, Virginia as an EndPoint Tier II Engineer. Leonard brings a wealth of MSP experience from his previous position at Mode5. His experience with ticketing systems and remote management tools has allowed him to jump right in to assist with clients. We are excited to bring Leonard on board and look forward to his continued success here at NTS.

Ben Stillwell EndPoint Tier 2 Engineer

Ben Stillwell joined NTS in mid-February and is working remotely from Plymouth, Minnesota as an EndPoint II Engineer. Ben's professional experience and previous MSP expertise has been felt immediately here at NTS. NTS is excited Ben joined the team and looks forward to his success here at Newtek.

Tech Industry Recognition for IPM and Cloud Nine Services



Andy Paul: President, Cloud Nine Services

The Citrix Technology Advocate program recognizes Citrix enthusiasts and experts for their contributions to the Citrix community. Andy has been working with end-user computing (EUC) technologies for more than 20 years and is considered a global subject matter expert for VDI and shares his expertise not only with clients, but as a frequent featured presenter at tech conferences.



Sam Jacobs: Director of Technology, IPM

The Citrix Technology Professional program was created to recognize the contributions of those who have invested a significant amount of time and energy to become experts in Citrix products and solutions. Sam has been instrumental in making IPM the longest standing Citrix Platinum Partner on the East Coast. With more than 30 years of IT consulting, Sam is one of the top Citrix Support Forum contributors.



Carlo Costanzo: Senior Virtualization Consultant, IPM

The VMware vEXPERT program recognizes IT Professionals who go above and beyond in sharing their knowledge of VMware. Carlo has been a VMware vEXPERT since the program's inception 13 years ago with his expertise lying in vSphere and End User Computing.

NMS

New Solution - Newtek Billing Manager

Newtek Merchant Solutions is proud to announce its latest billing solution – an award-winning tool that seamlessly connects a Newtek merchant account to QuickBooks, Xero or Accounting Suite!

With **Newtek Billing Manager**, merchants can accept payments, send invoices, and reconcile batch deposits directly in their accounting software saving countless hours of wasted administrative busy work.

Some features include:

- » Process credit, debit and ACH payments. Setup autopay and manage recurring billing.
- » Email invoices on merchant branded letterhead and collect payments via hosted payments page.
- » Zero Cost Processing made easy by adding line items to invoices for Technology Fees.
- » Eliminate double entry because all transactions are automatically closed in accounting software.



Intergrated Virtual Terminal



Send Invoices & Collect Payments Online



Add Technology Fees to Invoices



Automated Reconciliation

If you know of a business owner that could benefit from NMS solutions, please submit a referral to [Newtracker](#)
If you have questions how to do this email Marketing@newtekone.com

PAYROLL & BENEFITS

New Hires



Amber Sims: Payroll Tax Manager

Amber has 10 years of payroll tax experience from both a processing and development viewpoint. Amber brings her expertise in MasterTax, Net Promoter Score, legal, sales and marketing, accounting, licensing, legacy platforms, development, big data, statistics, client advocacy, compliance and world class service!



Lisa Manganiello

Lisa is a remote worker in Port Charlotte, FL. She comes bringing experience from Paychex, iSolved and HR Outsourcing Associates. She has 3 years payroll tax experience and 3 years in the PEO industry. Lisa is knowledgeable in MasterTax, iSolved and HR Pyramid.

If you know of a business owner that could benefit from Payroll & Benefits solutions, please submit a referral to [Newtracker](#)
If you have questions how to do this email Marketing@newtekone.com

NIA

Case Study

Business Industry: Construction

Coverage: Group Medical Plan

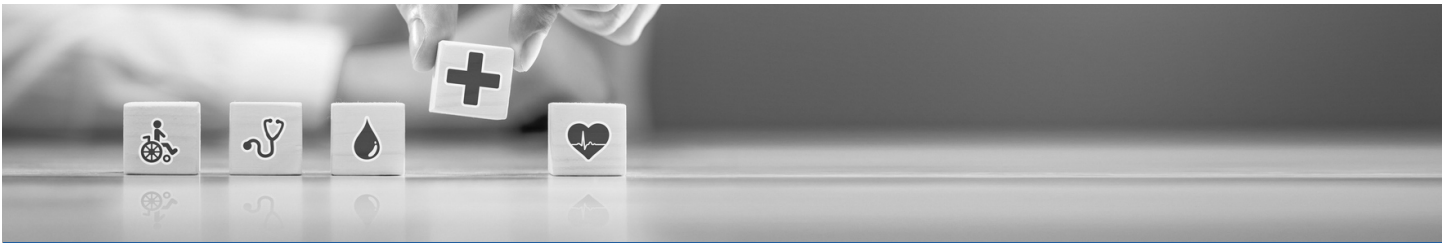
When: Effective Date 3/1/2021

Where: Client is located in GA, but has employees throughout the United States.

Why: Client wanted a very basic medical plan with affordable premium, but offers a national network. National networks tend to increase the premiums, making this a challenging task.

How: We started working on quoting options in May 2020; however, due to the pandemic, they were not ready to move forward. We continued to check in with the client throughout the year. In February 2021, the client advised they were finally in a position to roll out a Health Insurance plan and offer 50% contribution towards the employee only rate.

Conclusion: Client moved forward with a Minimum Essential Coverage plan that offers basic coverage at a very affordable rate for employees. The plan offers a national network of providers to cater to out of state employees.



We have also recently cleared a new personal lines appointment for Vault. Vault writes home and auto coverage in Florida and California.

If you know of a business owner that could benefit from NIA solutions, please submit a referral to [Newtracker](#)
If you have questions how to do this email Marketing@newtekone.com

LENDING



After a year focusing on the Paycheck Protection Program, our lending team is shifting their focus back to 504 and 7(a) loans. These loans come with a greater flexibility and can help business owners consolidate and refinance debt, acquire commercial real estate, expand their business, or increase their working capital. The higher lending amounts we can offer with these loans mean businesses can look beyond merely surviving and start planning for growth.

We are proud of the work our team has done during these very challenging times and are excited for the future.

If you know of a business owner that could benefit from Lending solutions, please submit a referral to [Newtracker](#)
If you have questions how to do this email Marketing@newtekone.com

MARKETING

Want to learn more about Newtek Services?
The Newtek Library on Teams can answer your questions.

Follow the steps below to access:

1. Open Microsoft Teams
2. Click Teams on the left column
3. Click Newtek Library
4. Click Files
5. Marketing material can be accessed for each division by opening the corresponding folder.



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