

# First Hand News Special Report

## The Formula for Success



Superior Service

Employee Engagement

Execution Excellence

### Other News

***"Some men see things as they are and ask why. Others dream things that never were and ask why not."*** - George Bernard Shaw



*FNMS customer and founder of United Bank Card Jared Isaacman (center) with his co-pilots.*

## Jared Isaacman is a "Why not?" guy

### **Why not be an entrepreneur?**

FNMS customer Jared Isaacman founded United Bank Card, one of the nation's largest ISOs, in the basement of his parent's home when he was a teenager. United Bank Card is one of FNMS's top ten customers processing more than 33,000 transactions as of March 27 and adding 1500 new customers per month. It should come as no surprise that Isaacman was a finalist for the 2007 Ernst and Young Entrepreneur of the Year award.

It also comes as no surprise to FNMS Senior Vice President Brian Ridder that Isaacman is taking his love of flying (and one of his many planes) and teaming up with the Make A Wish Foundation of New Jersey to raise money and awareness for the organization's noble mission. Ridder said, "Jared's undertaking to fly around the world, set a record **and** find a way to 'give back' in the process, illustrates the passion and the large-scale thinking he brings to his business. He's a 'Why not?' person."

### **Why not help others and set a new record?**

Why not fly his Citation Mustang around the world to surpass the current speed record and raise money for the Make A Wish Foundation? Isaacman will attempt to beat a record set in 1991. He told Brian Ridder in an e-mail, "This attempt of more than 19,900 nautical miles... would be the first world record for the new generation Very Light Jet, the Citation Mustang."(He continued, "I will be piloting this flight both for the personal accomplishment as well as to raise money and awareness for the Make A Wish Foundation. I will personally be donating \$5,000 to the foundation for every hour I beat off the current world record and matching 100% of any other donations up to \$10,000.00"

### **Why not track his success?**

We wish Isaacman a safe and successful journey.

Follow his flight by visiting [www.speedaroundtheworld.com](http://www.speedaroundtheworld.com)



**Action Item**



**Progress/Current**



**Strategic/Future**



**Other News**



**Employee Success**

---

First National Merchant Solutions - the payment processor you can rely on for service and stability

It's My Bank! It's My Job!

