



LaSalle Solutions

Helping You Manage the Life-Cycle of Your Assets.

EXECUTIVE BIO

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John Drake, V.P. of Sales, LaSalle Solutions

As vice president of Sales at LaSalle Solutions, John Drake oversees the Leasing team in helping customers optimize their business spend and equipment usage processes, ensuring dedicated support and unparalleled customer service.

Drake joined LaSalle Solutions in 2006 as a Regional Sales director, bringing with him a long history of strong leadership and successful customer relationships. Since joining, he has been successful in increasing LaSalle's customer base and increasing revenue. Drake has become a trusted member of the LaSalle Management Team and a mentor and manager to its growing salesforce.

He is committed to delivering the best possible service through customized, flexible solutions that include leasing options to optimize customer spend as well as technology operations management services such as LAMPSM, LaSalle's proprietary customer platform that enhances customer life-cycle management of assets, maintenance contracts and lease information.

Drake has more than 30 years' experience in sales and management with a proven record of significant contributions to core and new businesses. He has over 10 years' leasing experience managing large accounts in industries such as healthcare and manufacturing while assisting and training representatives and customers on the proper use of leasing capital equipment and the economics associated with it.

"At LaSalle, we show customers the economics and why we provide the best overall solution," said Drake. "That's why I enjoy working at LaSalle. It's such a transparent, family-oriented company that is dedicated to our customers and their objectives."

Drake is a veteran of the U.S. Army National Guard and a graduate of the U.S. Army Electronics and Non-Commissioned Officer Schools as well as the Gwinnett Technical Institute with a degree in management. He is also a graduate of the American Management Association's School of Management.



About LaSalle Solutions

Founded in 1980, LaSalle Solutions is a leading provider of life-cycle management services, including acquisition and financing, IT asset management, maintenance contract management, remarketing and disposition.

LaSalle enables its customers to better manage their technology operations through improved processes, visibility and reporting for better planning and return on investment. LaSalle Solutions' processes, outstanding customer service and powerful, market-leading cloud-based toolset, LAMP, enable customers to more economically and effectively manage and plan to meet their goals.

LaSalle Solutions is an independently operated company and a subsidiary of MB Financial Bank, N.A., a commercial bank headquartered in Chicago. MB Financial, Inc. is the publicly traded holding company for MB Financial Bank, N.A. and is traded on the NASDAQ as "MBFI."

For more information on LaSalle Solutions, please visit www.elasalle.com and www.YouTube.com/LaSalleSolutions.

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