

Drew Louis Consulting and Expert Services

Credibility is critical—and often challenging to establish—when selecting a consultant. Drew Louis's extensive background and proven credentials leave no doubt about his ability to provide exceptional value. As a Harvard Business School alumnus and seasoned entrepreneur who has successfully navigated real estate and securities businesses for over 35 years. His companies have earned national recognition, appearing multiple times on the Inc. 5000 list of America's Fastest Growing Companies, ranking #49 overall and #6 in Financial Services in 2024 making it clear that Drew delivers strategic clarity, allowing you to confidently make high-stakes decisions.

Beyond business, Drew's dedication to ethical standards and community support has earned him a Certificate of Appreciation from the Superior Court of California, underscoring that integrity and trust at the core of his professional approach.

Understanding that prevention is easier and far less costly than crisis management, Drew helps businesses establish or enhance foundational operations. To be successful and strong your organization needs clear, compliant policies and operational frameworks where the industry's regulations and best practices are considered minimum standards. This proactive approach makes your organization more scalable, stable during uncertain times, and visibly demonstrates your commitment to doing things the right way, especially valuable when your business faces scrutiny.

Unlike consultants who rely solely on theory or past experience, Drew's insights come directly from real-world, ongoing operations. As both a consultant and CEO overseeing a team managing more than 30,000 loan servicing accounts nationwide, Drew ensures that the strategies and recommendations you receive are informed by real-time market conditions, evolving regulations, and practical industry developments.

Drew's balanced advocacy further distinguishes him. Most experts exclusively represent one side, Drew actively supports both borrowers affected by predatory lending and honest lenders unfairly targeted by aggressive attorneys.

If you understand value as the relationship between cost, benefit, and potential impact, and you appreciate the advantage of leveraging extensive experience and unmatched resources, reach out to Drew today. You'll quickly determine if his unique approach aligns with your needs and how your organization will benefit from working together.

Connect with Drew:

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Industry Leadership & Expertise

Professional Experience:

- **CEO, Broker | Evergreen Note Servicing** (2021 – Present)
 - Enhanced services targeting underserved markets, notably Seller Carry transactions.
- **CEO, Broker | Private Lending 360°, Inc.** (2019 – Present)
 - Unified multiple industry brands, promoting consistency, transparency, and a culture committed to "The Right Way."
- **CEO, Broker, and Founder | Del Toro Loan Servicing, Inc.** (2006 – Present)
 - Established and grew a highly respected and reputable industry leader in loan servicing.
- **Real Estate & Trust Deed Investor** (1999 – Present)
 - Strategic real estate and trust deed investments informed by deep market insights for optimal returns.
- **Licensed Securities Broker** (1989 – 2003)
 - Held Series 6, 7, and 24 licenses; maintained a successful securities brokerage career.

Specific Operations:

- **Loan Origination:** Originated over 500 consumer and business-purpose loans, demonstrating extensive understanding across diverse lending landscapes.
- **Loan Servicing:** Oversee a loan servicing portfolio with 30,000 customers with a focus on compliance, operational efficiency, and relationship-building.
- **Document Drafting:** Drafted loan documents emphasizing transparency, clarity, and integrity.
- **Forbearances & Modifications:** 20+ years of expertise negotiating and structuring mutually beneficial agreements for borrowers and lenders.
- **Foreclosure Processing:** Managed thousands of delinquent loans, balancing lender requirements with compassionate borrower engagement focused on foreclosure prevention.
- **Thought Leadership:** Recognized speaker and panelist in and out of the industry.
- **Pro Bono Consulting:** Collaborated with law firms and the San Diego District Attorney's Office, providing strategic insights and research to assist victims of loan and real estate fraud.

Education

Harvard Business School: Owner/President Management Program (Class of 2024)

Wharton School, University of Pennsylvania: Executive Program (2016)

Western Illinois University: Bachelor of Arts, Finance (1989)

Professional Affiliations

California Mortgage Association

Entrepreneurs' Organization

American Association of Private Lenders

Notable:

- Collaborated with the San Diego District Attorney's Office in a loan fraud investigation, leading to criminal convictions.
- Prevented multiple foreclosures that, while technically defensible, were unnecessary and avoidable.
- Selected by federal authorities to oversee the accounting and distribution of recovered funds to victims of fraud.
- Aided attorneys and the California Bar Association, resulting in license revocations for unethical brokers and attorneys.
- Successfully challenged state and federal definitions of Brokers, Lenders, and Investors in California court, clarifying regulatory distinctions.