

CHRISTINA A. MANCUSO

Available for Travel

3804 Pershing Ave. #6, San Diego, CA 92104
727.385.7477

christinamancuso@gmail.com
<https://www.linkedin.com/in/christinaamancuso>

MEMBERSHIP:

FLORIDA STATE BAR, 2011 (Eligible for waiver into the District of Columbia Bar and **qualified for California Registered In-House Counsel**)

EXPERIENCE:

GUILD MORTGAGE COMPANY, SAN DIEGO, CA

FEBRUARY 2017 – PRESENT

REGULATORY COMPLIANCE MANAGER

Provide regulatory compliance support for company's Retail, Correspondent, Financial Institutions Services, and Servicing Divisions. Responsible for working alongside the legal affairs department by fielding and responding to complex compliance questions impacting the various business units. Maintain partnership with internal and external customers and assist with the implementation of company initiatives to ensure that applicable regulatory requirements are identified and addressed. Identify areas of risk, develop and execute plans to minimize that risk, while ensuring company operations are being conducted in accordance with all applicable laws and guidelines. Prepare compliance related company-wide trainings to ensure Business Units have a better understanding of regulatory topics that impact their business. Oversee the Marketing and Advertising compliance review team and address escalated complaints from consumers and regulatory agencies with the support of staff, and recommend necessary changes as needed. Research governing agency license databases and make policy & protocol recommendations with Company-wide impact upon conclusion of risk assessment analysis and regulation research. Provide legal advice, opinions and solutions regarding issues and risks relating to daily business operations and expansion. Anticipate and counsel management team of potential and escalated disputes.

SCOTT + SCOTT, ATTORNEYS AT LAW, LLP, SAN DIEGO, CA

JANUARY 2017 – FEBRUARY 2017

PROJECT ATTORNEY CONSULTANT

Provided legal services for complex litigated antitrust matter by reviewing documents for discovery responses and applying analysis to conclude a defensible position against opposing legal arguments. Collaborated with a group of attorneys to analyze correspondence and case details applicable to the pending litigation and assisted in deposition preparation. Delivered independent legal judgment and followed specifications set by lead attorney. Utilized Axcelerate platform through Open Text Discovery/Recommind (electronic discovery software program) to review various documents with meticulous attention to detail in order to code accurately for categories applicable to upcoming deposition as well as discovery responsiveness, confidentiality and privilege.

MORRISON FOERSTER, LLP THROUGH HIRE COUNSEL, DEL MAR, CA

OCTOBER 2016 (3-WEEK PROJECT COMPLETED 11/9/2016); NOVEMBER 2016 (3-WEEK PROJECT COMPLETED 12/1/2016) & DECEMBER 2016 (1-WEEK PROJECT COMPLETED 12/8/2016)

DOCUMENT REVIEW PROJECT ATTORNEY

Reviewed documents for discovery responses to a complex litigated civil insurance and intellectual property patent infringement case. Utilized Relativity (electronic discovery software program) to review various documents with meticulous attention to detail in order to code for responsiveness, confidentiality and privilege. Maintained a strong work ethic, keen business judgment and a professional demeanor while independently analyzing various documents to determine an advantageous outcome for the client's pending lawsuit. Communicated effectively with other attorneys to collaborate in a team environment regarding legal exceptions and discussion pertaining to developing strategic legal theories for the potential settlement negotiations.

BANKERS INSURANCE COMPANY; SURETY DIVISION, ST. PETERSBURG, FL / SAN DIEGO, CA

MAR. 2011 – SEPTEMBER 2016

ASSISTANT VICE PRESIDENT & ASSOCIATE IN-HOUSE COUNSEL

Drafted, reviewed & interpreted legal documents, i.e. commercial surety contract agreements, hold harmless indemnity agreements, non-disclosure agreements, demand letters, deeds of trust, mortgage agreements, satisfactions, reconveyances, appeal bonds, various court motions & security agreements. Filed UCC-1 Financing Statements indicating the company's interest in a debtor's property. Operated, alongside the Senior Vice President, all legal, licensing & compliance matters of the Bail Department including collaborating State & Federal

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statutory compliance research & updates pertaining to bail bond licensing & bail bondsmen regulations in criminal procedure and insurance codes of each state in which the surety company is qualified to write bail (41 states). Managed, edited and administered approval for all published social media posts. Marketed and negotiated commercial surety contract terms with prospective agents to secure new business. Maintained an understanding of terminology and procedures relevant to corporate/business law. Ensured compliance with all governmental regulations & advise agents of such. Interpreted statutory codes & case law precedent research for internal & external customers. Prepared response correspondence & authorized the communication submitted to the Department of Insurance & other governmental agencies within strict deadlines pertaining to licensing, contracts & compliance issues. Managed Bail Bond Board licensing applications & statutory security deposit requirements for all TX agents. Accounted for the contract files & contract collateral secured, including reevaluating property values to determine equity and sufficiency in favor of the company's interest. Communicated with the accounting department and bail agents on all contract collateral/real estate issues & evaluations. Reviewed all incoming lawsuits received through formal service of process. Communicated with outside hired counsel on litigated matters & case management. Oversaw all Lis Pendens & Bankruptcy notifications forwarded to the surety division including identifying the subject property & evaluating the company interest by reviewing real estate transaction history via property search databases. Communicated directly with agents concerning a status determination of legal notices received. Administered proper licensing, collateral & compliance forms through uploads to an innovative technology internet portal that is utilized by 500+ agents. Supervised & trained legal compliance assistant & administrative support personnel. Implemented policies to maximize revenue opportunities, manage high risks (including large bond approvals) & foster profitable business relationships with agents, banks, Clerks of Court & title companies.

THE FLORIDA LEGACY GROUP, LLC, ST. PETERSBURG, FL

AUG. 2012 – SEPTEMBER 2016

OF COUNSEL

Analyzed legal issues and conducted legal research to determine applicability of relevant case law. Compiled statutory law pertaining to appropriate cases. Conducted client interviews to identify legal problems. Maintained client contact while investigating case material for discovery & potential claims. Prepared research & documents for settlement negotiations. Assisted the managing partner with all administrative aspects of establishing the firm in the Tampa Bay area.

CORONA LAW FIRM, P.A., MIAMI, FL

JAN. 2010 – MAR. 2011

LAW CLERK

Drafted affidavits, pleadings, demand letters and correspondence in support of clients' legal defense arguments. Reviewed mortgages, notes, titles, and other financial documents to create persuasive foreclosure and civil dispute defenses. Researched and analyzed rules of civil procedure, case law applicable to pending lawsuits, Lis Pendens and information on real property (residential & commercial) including legal description, property value, tax assessment and title ownership. Investigated case material for discovery & scrutinized fraudulent matters pertaining to foreclosure litigation. Interacted with opposing counsel to obtain negotiation & settlement agreements. Conferred with clients regarding case status. Managed individual caseload. Assisted attorneys in preparation for court hearings and trial. Assisted Senior Attorney with legal issues & entertainment law conflicts within agreements that arose by and between a client contestant of NBC Universal's, *The Voice*, and existing management & recording agreements to ensure rights were duly protected.

THE HONORABLE AMY KARAN, MIAMI, FL

SEP. 2009 - DEC. 2009

LEGAL INTERN

Conducted legal research & applied law to case facts. Prepared presentations consisting of updated case law, statutory law, and local rules of procedure for course use.

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EDUCATION:

ST. THOMAS UNIVERSITY SCHOOL OF LAW, MIAMI GARDENS, FL

JURIS DOCTOR, cum laude, MAY 2010

GPA: 3.164. Class rank: **Top 20%**.

Honors: Dean's List: Fall 2008, Spring 2009; Book Award: Family Law; Phi Delta Phi International Honors Legal Fraternity; Merit Scholarship Recipient Fall 2009, Spring 2010.

UNIVERSITY OF CENTRAL FLORIDA, ORLANDO, FL

BACHELOR OF ARTS, Legal Studies (Minor: Psychology), MAY 2006

GPA: 3.42 (GPA in major: 3.6).

Honors: Dean's List: Fall & Spring 2003-2006; Florida Bright Futures Merit Scholarship Recipient (2002-2006).

SKILLS

- **SPANISH LANGUAGE, INTERMEDIATE PROFESSIONAL PROFICIENCY**
- **MICROSOFT OFFICE PROFICIENT, WORD, EXCEL, OUTLOOK, POWERPOINT**
- **PACER PROFICIENT, FEDERAL JUDICIARY PUBLIC ACCESS TO COURT ELECTRONIC RECORDS**
- **LEXIS NEXIS & WESTLAW PROFICIENT, ELECTRONIC LEGAL RESEARCH DATABASES**
- **CORE LOGIC REALQUEST PROFICIENT, REAL ESTATE RECORDS & INFORMATION DATABASE**
- **TITLE365 PROFICIENT, REAL ESTATE TRANSACTION HISTORY SEARCH ENGINE**
- **SALESFORCE PROFICIENT, CLOUD ECOSYSTEM DATABASE POWERING INNOVATION IN SALES, MARKETING, ANALYTICS, CONTRACTING, ETC...**

AWARDS/HONORS/MISCELLANEOUS AFFILIATIONS:

- **RUNNER-UP ASSOCIATE OF THE YEAR, BANKERS INSURANCE COMPANY, 2011**
- **STAR ASSOCIATE OF THE QUARTER, BANKERS INSURANCE COMPANY, 1ST QUARTER, 2012**
- **FINALIST: TOP CORPORATE COUNSEL OF TAMPA BAY, TAMPA BAY BUSINESS JOURNAL, 2014**
- **AMBASSADOR, BANKERS FINANCIAL CORPORATION, 2014 – 2016**
- **INTELLECTUAL PROPERTY COMMITTEE, BANKERS FINANCIAL CORPORATION, 2014 – 2016**
- **CERTIFICATE OF COMPLETION, FRANKLIN COVEY SPEED OF TRUST FOUNDATIONS, MAY 2015**
- **FLORIDA STATE PUBLIC NOTARY, COMMISSION EXPIRES JUNE 5, 2019**