



the  
**American  
Deposit  
Management  
Co.**

**KELLY BROWN, M.S.**  
*Chairman & CEO*

Kelly A. Brown is CEO/Managing Partner of The American Deposit Management Co. In her role, Kelly oversees the strategic direction of the company and its subsidiaries. With more than \$2 billion of assets managed and relationships with over 500 financial institutions, under Kelly's leadership, ADM has become a national award-winning company producing extraordinary results.

Prior to starting The American Deposit Management Co., Kelly founded the First Wisconsin Bank & Trust Company. She led the efforts of building the fastest growing bank in Wisconsin's history, which sold for a premium in 2008. Kelly has over 25 years of experience in senior management and leadership positions in local, regional and national banks. In her career, she has worked in several divisions including commercial lending, private banking, trust, retail banking and treasury management. Along with her executive leadership skills, Ms. Brown has a sought after expertise in the management of sales and sales teams in the financial services industry.

Ms. Brown graduated Cum Laude with her BS in Management and MS in Organizational Behavior Leadership from Cardinal Stritch University, Milwaukee, WI. Ms. Brown is a nationally-recognized public speaker on topics from organizational behavior to leadership principles. Some of her clients include: Wisconsin Bankers Association, Illinois Bankers Association, Alliance of Texas Treasury Associations, Wisconsin Government Finance Officers Association, Independent Physicians Association, Minnesota Treasury Management Association and the Midwest Business Expo.

Kelly is a native of Michigan but calls Wisconsin home. She is a concert violinist and has a passion for education and government. Kelly is active with her family and enjoys many activities including running, boating, golf and Detroit Red Wing Hockey.

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#### **SPECIALTIES**

Balance Sheet Optimization  
Sales Program Implementation  
Sales and Management Coach  
Trust and Corporate Cash Management  
Provocative Marketing Campaigns  
Business Development Specialist  
Nationally Recognized Public Speaker

#### **EDUCATION**

Executive Education –  
*University of Wisconsin-Madison*  
M.S.M., *Cardinal Stritch University*,  
Cum Laude  
B.S.M., *Cardinal Stritch University*,  
Cum Laude

#### **PROFESSIONAL ORGANIZATIONS**

YPO Wisconsin  
Wisconsin, Minnesota and Michigan  
Bankers Association  
Minnesota Treasury Management  
Association  
Wisconsin and Minnesota Credit  
Union League  
Association of Financial Professionals

#### **LEADERSHIP**

2019 Future 50 CEO  
2015 Bravo! Entrepreneur Award -  
BizTimes Media  
2014 Woman of Influence Award -  
Milwaukee Business Journal  
2014 SBA-Emerging Business  
Person of the Year  
2011 40 Under 40 Award -  
Milwaukee Business Journal  
2011 Distinguished Alumni Award -  
Cardinal Stritch University

#### **INDUSTRY GROUPS**

Banking and Corporate  
Trust FINTECH  
Higher Education  
Private Corporations

#### **CIVIC INVOLVEMENT**

Chair - *Marquette University Banking Program*  
Cardinal Stritch University Board of Trustees -  
*Past Trustee*  
Advisory Board Chair -  
*Milwaukee School of Engineering Graduate and  
Professional Studies*  
State of Wisconsin Chiropractic Examining  
Board - *Governor Walker Appointee*  
Carroll University Adjunct Professor Graduate  
Studies Division - *Economics and Accounting*  
WCTC Business Advisory Board  
WCTC Innovation Committee and Judge  
WCTC Adjunct Professor – *Leadership and  
Management*

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