

# The Stacie Vision

An Overview of the Past, the Present, and the Future of  
Stacie Whisonant, Strategy, Innovation and Transformation  
Visionary



**Aunt Hattie  
kickstarted  
education  
for me and  
my cousins!**



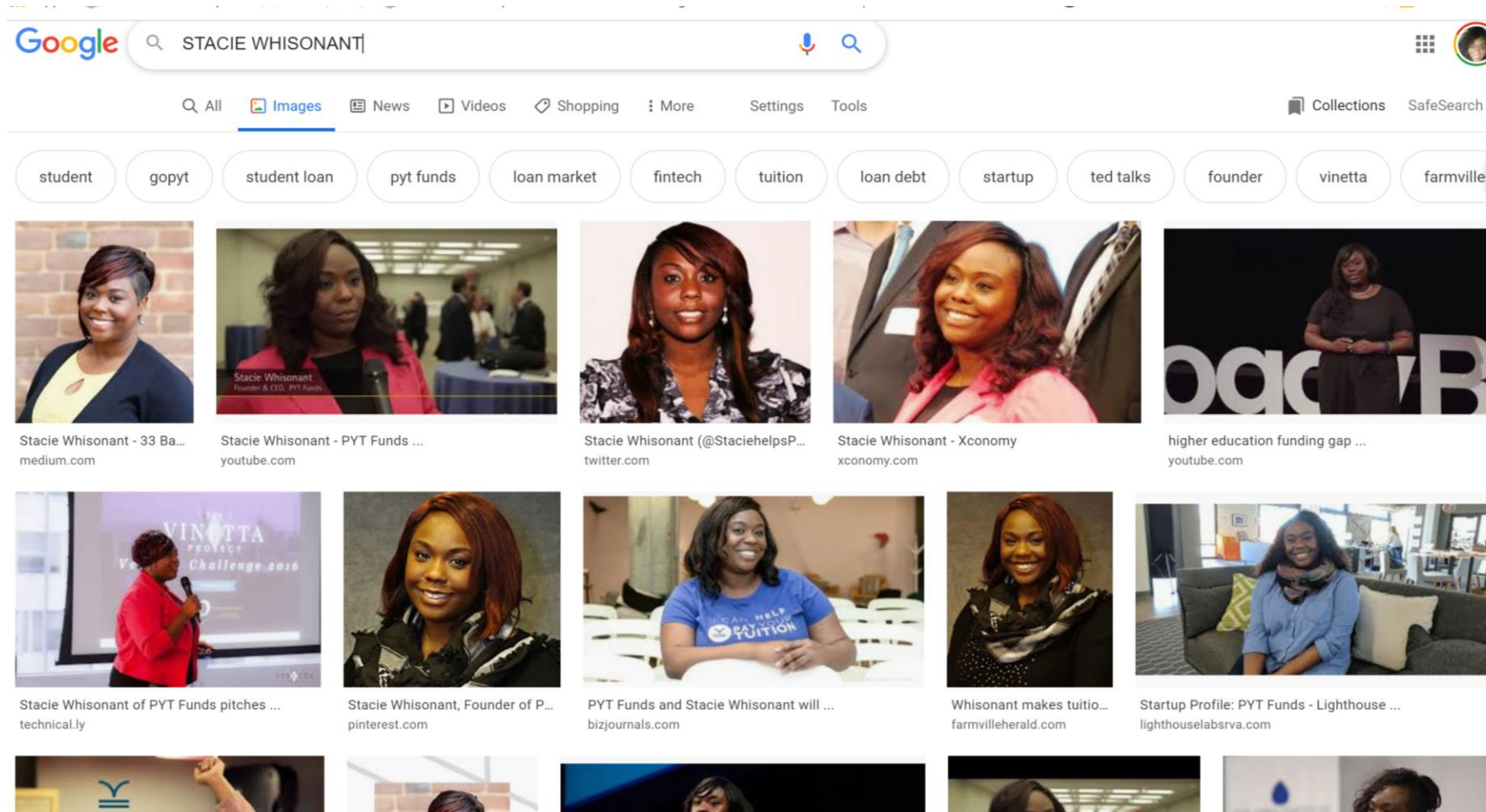
# Background

- When did I first fall in love with education?
  - In 1998, I saw my one and only 40-year-old Aunt graduate from college out of 11 siblings. The next generation of 8 young African female nieces, including myself, then applied, attended, and graduated from the same University.
- My humble beginnings, education, and military service.
  - As a first-generation student, I was able to fully pay for my higher education with the GI Bill from the United States Army. While in college I was a resident assistant, community leader, youth mentor, and deployed stateside with the US Army.
- Financial Services
  - In 2003, I entered the financial services industry. After almost 15 years in financial services I have expert experience in consumer banking, specialty structured finance products, prime and sub-prime mortgage structures and formally licensed financial advisor with a Series 6, 63, life, health and annuities. In each sector, I was able to achieve becoming number one in sales and managed a team and produced over 15 million in new origination month over month.
- Higher Education Financial Services - [Stacie's Ted talk](#)
  - In 2013, I founded and lead a FinTech/EdTech company specifically focusing on helping to close the funding gaps in higher education to ensure more students graduate successfully vs obtain student loan debt without finishing the degree.
- Community Service and Passions Projects
  - I am very passionate about lowering the barriers to obtain a higher education. I have infused my entire life since 2013 into this problem to holistically understand some of the major issues
  - I am also passionate about alternative medicines vs prescription drugs.
  - I would like to do more work reforming the foster care system.
  - Higher pay for teachers or no student loan debt for students completing an education degree
  - Equality for women in politics at George Mason advisor
  - Launching multilingual minority charter schools



# The GOOGLE Search

- I care about the problems of FSA and I have been on a journey since 2013 to help solve the issues in student loan space.
- Google recognizes my work and has tagged me with words like student, student loan, Founder, CEO, Team Lead, Visionary, FinTech, EdTech



# Stacie's current work at FSA

- Why FSA needs Stacie and why Stacie needs FSA?
  - Stacie brings a very unique background and passion for the customer. My financial services background in the FinTech/EdTech space helps FSA to think beyond 2020 and to see into the future, Next Gen FSA
- My current projects
  - Next Gen FSA DCC project
  - Launching of the FSA IDEA Lab
    - Launch of Tech Tuesday series- exposing FSA employees to world class high tech private industry solutions
  - Team member of the FSA Payment Vehicle Account project
  - Financial Literacy at FSA and Nationwide project
  - Third Party Debt Scam Next Gen advisor
- My Strengths and FSA
  - The ability to work across multiple business units and identify internal resources to execute projects
  - Strong financial services background, military discipline, and diverse network
  - After one year and three months at FSA my current projects have allowed me to learn additional knowledge about the FSA organization beyond student loans, more on the operational side

# Stacie's Future Goals

The overall goal is for Stacie to become the Secretary of Education for the United States of America. I am aiming for this goal within 10 years or sooner. I can achieve this goal with the following resources, support and experience:

- 1-2 years - Completing a senior leader assignment for additional FSA leadership experience. Senior Deputy and Team leader
- 2-4 years - Completing of Executive JD, MBA, or PHD at Harvard University or Georgetown University ( debt-free )
- 1-2 years - One additional senior leader role at FSA, the Dept of Education. Deputy, Under Secretary, or a leader in the Civil Rights team at the Department of Education.
- By year 5 or 6, I would like to spend time as the Secretary of Education at the State level or a large school system
- Personally, I will advise, co-create, or serve on the board of medical startups or Fintech/EdTech startups
- Additional Executive leadership training and public speaking coaching - Former Secretary mentorship in addition to external speaking engagements. Personal branding.
- Fun Fact: Part-time I will start to volunteer as a coach for male basketball

# Stacie's future work at FSA

- Stacie is looking to lead the following projects at FSA for 2020 and going forward:
  - Pilot Operation Rehab, Refinance, Presidential Scholarship
  - Next Gen FSA DCC project
    - Only advise and oversight type of role
  - Launching of the FSA IDEA Lab
    - Serve on the senior leadership review committee of ideas
    - In 2020 work on the IDEA's and flush out the process so the team can easily manage the room and ideas pipeline
  - Team member of the FSA Payment Vehicle Account project
    - Marketing and launch advisor - utilize the STEP Up program to detail the marketing role project details
  - Financial Literacy at FSA and Nationwide project
    - Launch the National campaign for a unified FinLit message with Influencer
  - Third Party Debt Scam Next Gen advisor
    - Serve as a Next Gen teach liaison to help message and communicate to consumers as Borrower Defense and Third Party Debt Release projects launch within FSA
  - The mobile app store and resource center - FSA building a bridge from FSA to Tech Tuesday like companies

# Stacie's assessment after 1 year to the Strategy and Innovation Team

- Specifically there needs to be clarity on what the strategy and innovation team and oversight leaders are expected to do
- Visionary bucket of money, We need Financial Literacy and Innovation, R&D money
- Get FSA to assign a certified contracting officer for procurement of pilot projects
- Scale up our team with more tech advisors, internal vs consultant
- Bring Admin within our department to help with some of the broken admin processes to open up more time to innovate vs administration duties



# What's Next?

**Because of my passion and experience I am hoping Georgetown will see my value so that I will be accepted and supported with a fellowship or full scholarship. Any connections will be helpful.  
#nostudentloandebt**

**Georgetown JD & MBA**





**Hopefully you  
agree,  
THANK YOU!**



# Appendix

- Resume
- Accomplishments
- Media

# Appendix Links

- [Stacie's Forbes Article](#)
- [Stacie's Ted Talk](#)
- [Stacie's LinkedIn](#)
- [Stacie's Family and the Longwood University story](#)



## Stacie R. Whisonant

Cell: (804) 479-4784 • Email: [stacie@gopyt.com](mailto:stacie@gopyt.com) • LinkedIn:  
<https://bit.ly/2Kw1OO4>

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### FINTECH EXECUTIVE / FINANCIAL SERVICES / START-UP CEO / FOUNDER

♦♦♦♦♦

Founder and CEO of a FinTech startup, U.S. Army veteran and financial services executive, Stacie Whisonant is a strategic, solution driven Executive with a passion for reducing the burden of student loan debt. An expert in crowd funding, data science, finance and banking, Stacie has a background in the mortgage, structured settlements and annuities industries.

#### HIGHLIGHTS

- ❖ Designed, built, and launched a proprietary online crowdfunding platform that is mobile friendly. Know Your Student ("KY'S") proprietary process allows PYT to provide a more transparent and predictive lending solution with low default rates based on a more comprehensive understanding of its students than that of any traditional FICO lender. Academic (such as grades), social (such as internships while at school) and professional (building networks and relationships) data are included in the algorithm.
- ❖ Developed and embedded PYT platform innovative data acquisition algorithms for credit risk assessment of students. [add text]
- ❖ Entered into partnerships with the leading top 2 lenders in the private student loan market. [add text]

#### PROFESSIONAL EXPERIENCE

U.S. Department of Education, Federal Student Aid  
Washington, DC Present

Mobile Development Manager, AD, NextGen Transformation Team

PYT FUNDS, INC. ("PAY YOUR TUITION")  
Washington, DC November 2014 – September 2018

Founder and CEO

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PYT Funds, Inc. ("Pay Your Tuition") is a financial technology platform that helps families over the last hurdle, to meet the growing funding gap to pay for their higher education costs. The cost and difficulty in obtaining funds for college has increased dramatically, creating a funding gap (\$10k/yr. avg.) for moderate and low-income households. Our innovative business model combines crowdfunding with traditional bank funding and direct balance-sheet lending. We facilitate access to private student loans for the underserved community and allow lenders to profitably broaden their market.

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## VIDEO CLIPS

Venture Center Fintech Demo Day (2018)  
<https://youtu.be/KHthotn2f-4?t=8365>

MetLife Foundation: Fifth Place Winner (2018)  
<https://vimeo.com/306280347>

Aspen Institute Urban Innovation Lab and Financial Security program (2017)  
<https://www.youtube.com/watch?v=Ks8wmU4vjF4>

TEDxFoggyBottom (2017)  
<https://youtu.be/KVnWQCCfhfs>

Maryland Women's Business Center: StartRight! (2017)  
[https://www.youtube.com/watch?time\\_continue=6&v=ulFD8DE31Yo](https://www.youtube.com/watch?time_continue=6&v=ulFD8DE31Yo)

Fintech Innovation Labs: Demo Day (2015)  
<https://www.youtube.com/watch?v=ji1yXEz1WYY>

Capitol View (2015)  
<https://www.youtube.com/watch?v=Hn7e-VZFAH0>

PYT Launch Video (2014)  
<https://youtu.be/NAfdOFEBaik>

## NEWS ARTICLES

Forbes (11/23/2016)  
<https://www.forbes.com/sites/geristengel/2016/11/23/disrupting-the-student-loan-market-is-good-business/#11931dd17c71>

The Washington Business Journal (09/14/2017)  
<https://www.bizjournals.com/washington/news/2017/09/14/pyt-funds-inc-crowdfunding-your-student-loan.html>

Think Progress (03/04/2015) <https://thinkprogress.org/this-crowdfunding-tuition-app-could-make-college-more-affordable-2957cf13659a/>

Maryland Women's Business Center (09/07/2017)