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Navigating Fintech-Bank Partnerships: Preparation, Due Diligence, and Onboarding

The Consumer Finance Podcast

SPEAKERS

[Chris J. Willis](#) | [Jesse B. Silverman](#)

In this episode of *The Consumer Finance Podcast*, Chris Willis is joined by colleague Jesse Silverman. They discuss the crucial steps fintech firms need to take to establish and maintain successful partnerships with banks. Silverman, with his unique background as a state regulator, CFPB staff member, and fintech executive, provides insights into the preparation, due diligence, and onboarding processes. He emphasizes the importance of understanding the bank's compliance requirements, having clear policies and procedures, and ensuring a robust information security system. Silverman also discusses the benefits and challenges of using a Banking as a Service (BaaS) partner. The episode provides valuable advice for fintech companies looking to navigate the complexities of partnering with banks in a highly regulated industry.

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