



## **Charlie Pilkington Founder and Partner**

Charlie Pilkington's diverse career experience, from U.S. Air Force intelligence to federal law enforcement, and from banking to technology business development, has made him an outstanding and innovative small-business leader and a pillar of the technology community.

As co-founder and partner of NorthStar Technologies, Pilkington oversees the daily operations for NorthStar Technologies, LLC, and Equinox Collection Services, Inc., and is responsible for business development and marketing, as well as building strategic alliances for both companies.

Founded in 2002, NorthStar provides a Web-enabled check management and debt recovery system that best helps customers improve cash flow, reduce processing fees and increase recovery of NSF checks and past due debt.

He views the company's success as directly related to the practice of listening to customers' specific needs and providing tailored solutions, and getting the word out that outsourcing collection needs reaps far better returns than attempting to do it in-house.

Pilkington's skills have been recognized through a highly competitive selection process to Class 41 of Leadership Tulsa, a non-profit organization that identifies and develops diverse leaders who impact the community through service.

Pilkington also has more than 13 years experience in banking and was responsible for implementing and directing the risk management department for a four-billion-dollar bank group. He also worked as a liaison for local and federal law enforcement and investigated bank-related crime. Pilkington was instrumental in refining fraud parameters and developing investigative methods that were adopted throughout the Bank Group. In addition, his self design-kiting program and automatic DDA charge-off program are still in place at all 14 member banks of the bank group.

Prior to his banking career, Pilkington was a sergeant in the U.S. Air Force and worked in military intelligence for five years. He was part of the USAFE Special Support Team that provided intelligence information for air operations in Europe and the Middle East.

Pilkington has a Bachelor's Degree in Business from the University of Bellevue. He is an associate member of the National Association of Certified Fraud Examiners, a member of the International Association of Financial Crime Investigators, and a member of the Entrepreneurs Organization of Oklahoma.