

FRANK SALINGER

Legislation
Regulation
Policy Analysis



Practice Areas

- Legislation
- Regulation
- Policy Analysis
- Political Strategy

Education

- University of Baltimore School of Law, J.D., 1975
- Washington Adventist University

Bar Admissions

- District of Columbia
- Maryland

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Frank Salinger runs a boutique law practice that helps financial services companies and trade associations unravel legislative and regulatory knots that impede business.

Frank has spent forty years building strategies to shape public policy and providing political insight to corporations, financial institutions, and trade associations. His expertise in consumer finance, industrial banks, trade association management; and his experience as a legislative staffer, operations-oriented financial services lawyer, chief corporate compliance officer, corporate executive, and outside director of an FDIC-insured bank gives him a real-world overview of policy challenges facing business.

Frank created the first government affairs and lobbying function for both a national trade association and a publicly traded diversified financial services holding company where he also founded the federal political action committee where he raised over \$700,000.

Before establishing his law practice, he headed the government relations department for a leading issuer of MasterCard® consumer and small business payment cards where he also served as chief corporate compliance officer and directed the Community Reinvestment Act function.

Frank formerly headed the government relations programs for the American Financial Services Association and the Truck Trailer Manufacturers Association.

A frequent speaker on financial services, political and lobbying issues, Frank has presented at American Bar Association meetings in Chicago, New York, London, and Washington, DC. He has addressed groups including: Association of Finance Banks of Argentina, Japan Association of Finance Houses, Manufactured Housing Institute, Merchant's Research Council, National Association of Industrial Bankers, National Home Equity Mortgage Association, National Association of Consumer Credit Administrators, Women Impacting Public Policy, Women in Government Relations, as well as state banking and financial services associations throughout the country.

He has been quoted or featured in the *American Banker*, *National Journal*, *Roll Call*, and numerous trade publications.

Frank is a Life Member of the Republican National Lawyers Association where he headed the national media outreach program and currently serves on the Board of Governors. He is a member of the Federalist Society for Law and Public Policy Studies.

He is listed in *Who's Who in American Law* and is AWO rated as "Superb" in the government lawyer category.

Representative clients include the American Financial Services Association, the Card Coalition, the National Association of Industrial Bankers, the Utah Association of Financial Services as well as global, national and regional lenders.

His book, *Letters From The Swamp: Essays on Politics From 9/11 To Trump*, is available as a free download on iTunes.