



TECH.08

INFINITE HORIZONS

MBA'S NATIONAL TECHNOLOGY in
MORTGAGE BANKING Conference & Expo

Advances in Default Management Strategies and Technology

Risk Management Track sponsored by



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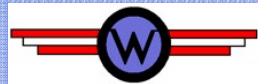
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Advances in Default Management Strategies & Technologies

Innovation for Handling the Default Tsunami



Moderators & Speakers



- Ron Morgan (Moderator)
 - *President, Home Retention Alliance*
- Steve Kadel
 - *Director of Default Products, ISGN*
- Rich Rollins
 - *President, REO Sentinel*
- Steven Horne
 - *President, Wingspan Portfolio Advisors*



- High Demand for Real-Time Data Integrations
- Loan Scoring & Risk Assessment Methodology
 - *Prioritizing loans based on risk and workout success potential*
 - *Evaluating workout options based upon delegated authority*
 - *Workout “low-hanging fruit” first. If can’t be salvaged, refer faster.*
- Standardizing the Loss Mitigation Data Set
- Seamless Connectivity to Data Sources & Scoring
 - *Credit, Valuation, Loss Severity, NPV, etc.*
- Simplify Workouts through Rules-Based Processing
- New Vendor Management Strategies

- Short Sales Historically – “manual & disparate”
 - *Labor intensive; difficult to collect borrower data & forms*
 - *Time consuming (60-90 days); often lose fleeting buyers*
 - *No comprehensive solution to streamline process*
- Short Sales Today – “automated & outsourced”
 - *Web-Based Solutions: realtor registration & offer submission*
 - *Offer Management: integrate data, docs, valuation, analytics*
 - *Communication & Dashboards: track entire short sale via web*
- Short Sales are under-utilized, viable alternative to foreclosure
 - *Reduce risk & potential exposure of 40-60% loss severity*

- Current REO Trends
 - *Inventory of REO homes are swelling daily*
 - *Vacant homes are magnet for damage, burglary, fire, etc.*
 - *Problem of keeping realtors & property preservation companies accountable or showing & maintaining home*
- Changing the REO Landscape
 - *Ability to monitor property 24 x 7 through stealth device*
 - *Monitor smoke, water leak, gases, unauthorized entry via web*
 - *Capture motion-activated photos; alert owner/police by phone*
 - *Oversee entire REO portfolio thru web-based dashboard*
- Historical times for REO require innovative solutions

- Constant Increase of Foreclosure Volumes
- How EMC is Combating the Problem
- Loss Mitigation Strategies to Maximize Workouts
- Using Best-of-Breed Technology Partners