

igniting ideas for the mortgage industry.

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Matchbox OP(erations) ED(itorial) Page Thoughts and Observations On The Market

Enter IGNITE - The
DIT

Year-End Projects -
Starting NOW!

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September 2, 2014



The founders of matchbox have created a sister company that is focused on building custom technology products that focus on streamlined LOS integrations. Simply put, our goal in this venture is to make your life MUCH easier. The company is Ignite Integration Solutions or IGNITE for short. If you want to learn more about its offerings, please let us know.

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Well another summer is about to close and if past years have taught us anything, personnel will be back to a full 5 day work week with few vacations and management will soon focus on year-end. With that in mind, many will look to January 1 as a 'go live' date for numerous projects. For multiple reasons, year-end tends to be a focal point for making changes and implementing new processes -- and (cross your fingers) it appears that this year will not include any radical compliance challenges. With a lack of new regulations and reactive change this year, lenders can finally focus year-end with proactive changes to improve workflow efficiencies. This is where matchbox and IGNITE really start to heat up and help clients.

We strive to keep you all well-informed, as we share our views. Staying a step ahead and running a tight operation are the keys to success in the mortgage banking world, and we are here to help bankers do so. We hope you find our newsletter useful, and if there is anything you want us to cover, [please let us know.](#)

Introducing IGNITE: The DIT

As you should know by now, matchbox has a sister (company) and her name is IGNITE. This new venture is just warming up, but we are super busy building out product offerings to streamline lender workflow through technology integrations. We'll

be introducing these products in the newsletter and first up is the DIT (Data Import Tool)

The (DIT) is an application that can be used to make the most menial tasks in Encompass easy and save countless hours of cleaning up the mistakes of users in one quick batch update.

Would you like to...

- Update Purchase Advice fields for multiple loans in batch format?
- Update investor loan commitments & pricing in batch format?
- Correct HMDA data in batch when in a time crunch? That time of year is fast approaching.
- Quickly update NMLS data before your next quarterly submission?
- Allocate loans to a trade in a few seconds?
- Assign loans to team member quickly without entering a loan?
- Efficiently log closing packages received from closing agents?
- Normalize erroneous data to improve reporting and data integrity?
- Complete newly created fields on active/historical pipeline?

The above (and more!) can now be completed without EVER entering a loan!!! We're just scratching the surface here to give you an idea of how powerful this application can be and how it can revolutionize workflow efficiencies...and headcount.

If any of the above sounds good to you, then you NEED the DIT. With the cost to originate going up and up, can you afford to not be interested???

Year-End Projects - Starting NOW!

Whether based on budgets, contracts, or just ownership demands, year-end has become a popular target for project completion and implementation. Working backwards if you have December 31st as the completion date for your project, then the project needs to be initiated in the next month or so in order to meet that deadline. As summer turns to fall, executive management turns their focus to these projects. After a lull over the summer lenders should begin pushing these projects. And of course the 6 month projects will only be given a 3-4 month timeline. matchbox helps lenders navigate through these projects, keeping them on course and completing the deliverables allowing the already limited staff to focus on the pipeline and closing loans. Our project engagements are primarily split between Ellie Mae's Encompass, Operational, and Secondary arenas - all of which have year-end implications.

Our focus on technology has been assisting clients with their [Encompass implementation](#). The process begins with our Operational Review which involves looking at current operational processes from loan origination to loan purchase, understanding its current challenges and developing a customized scope for the project. The scope is determined by the intended goals of the system in association with setting realistic plans for implementation.

Of course many lenders aren't looking to implement a new LOS,

but instead are eager to improve their workflow by better leveraging their technology. Our [paperless conversion process](#) converts lenders from a physical file environment to one where all files are virtual and easily accessible by all parties (given their security rights of course.)

The LOS and operational processes always have a [Secondary component](#) to them as well. There are multiple items that need to be discussed and developed to run an efficient Secondary Department - from business rules, locks and hedges to data integrity, security rights, reporting, allocation and management of post closing, funding and shipping - and let's not forget agency delivery, ULDD, pooling and securitizing. Whether it's PPE integrations or setup, lock desk policy or improving data reporting, we work with secondary departments to understand their needs and translate them into an improved LOS/Encompass workflow.

Lastly we work with lenders to improve [other system integrations](#) and/or processes. Whether it is integrations for building reports or interfacing with other third party vendors/applications, matchbox can assist. We can build the integrations, reports, or configuration. As former lenders ourselves, we understand banker's requests and then provide the development and deliver a finished product without frustration and miscommunication.

Additionally, we also assist current Encompass clients who feel their current environment is not providing the benefits they originally intended. We have assisted a number of bankers in enhancing, and in some cases, fully implementing a re-engineered version of Encompass that provides the benefits and solutions that they have been looking for.

One of our Secondary/Capital Markets engagements, we provide a number of services that have expanded a clients Secondary expertise and execution outlets. These services include assisting clients with their [agency application](#) to the government agencies (FNMA, Freddie, or Ginnie Mae). With only a few months to go for the year, it is a good time to submit application(s) to avoid the gap in the early part of each year that puts the process on hold awaiting an audit. The next few months is a great time to have your application package created and/or reviewed to be submitted before the year's out. Additionally, if you have been fortunate to have received your agency approval and have not had the time to devote to getting started and devising a servicing and cash flow strategy, we offer an [agency implementation package](#) which helps lenders streamline all of the operational items that are needed for completion so that you can successfully start delivering to the approved agency in an efficient manner.

Lastly, especially on the Secondary front, we are often asked to perform independent reviews of certain aspects of the business. We offer [Secondary](#), [Risk Management](#), and [Loan Officer Compensation](#) reviews which involve a full review and report of the respective area. Even Neighborhood Watch Compare Ratio audits have become popular over the years as investors, third party vendors and agencies have an increased awareness and interest in elevated numbers. These reports have been beneficial to all recipients including, but not limited to accounting,

warehouse, and investor counterparties to support their applications or annual review process.

We are here to assist you in reaching your year-end goals and positioning the firm for continued success in 2015 and on - especially as costs and other challenges are sure to arise. If that involves completing a project or providing an independent review then call us as we have closed on the summer of 2014 and are now ready for year end!

About Us:

matchbox is a collection of gritty industry veterans who decided to create a company aimed at helping mortgage companies ignite ideas that are outside the box to realize their true potential. We have years of real-life, hands-on experience in the business, and we want to offer our keen insight to others as they take on the challenges before them.

As individuals, we each contribute unique perspectives and expertise. Collectively, we provide a true roadmap to success, regardless of your current situation. Like any master craftsman, we are very passionate about our work, and we approach each client as if your company were our own. In the end, we help you, be a better you.