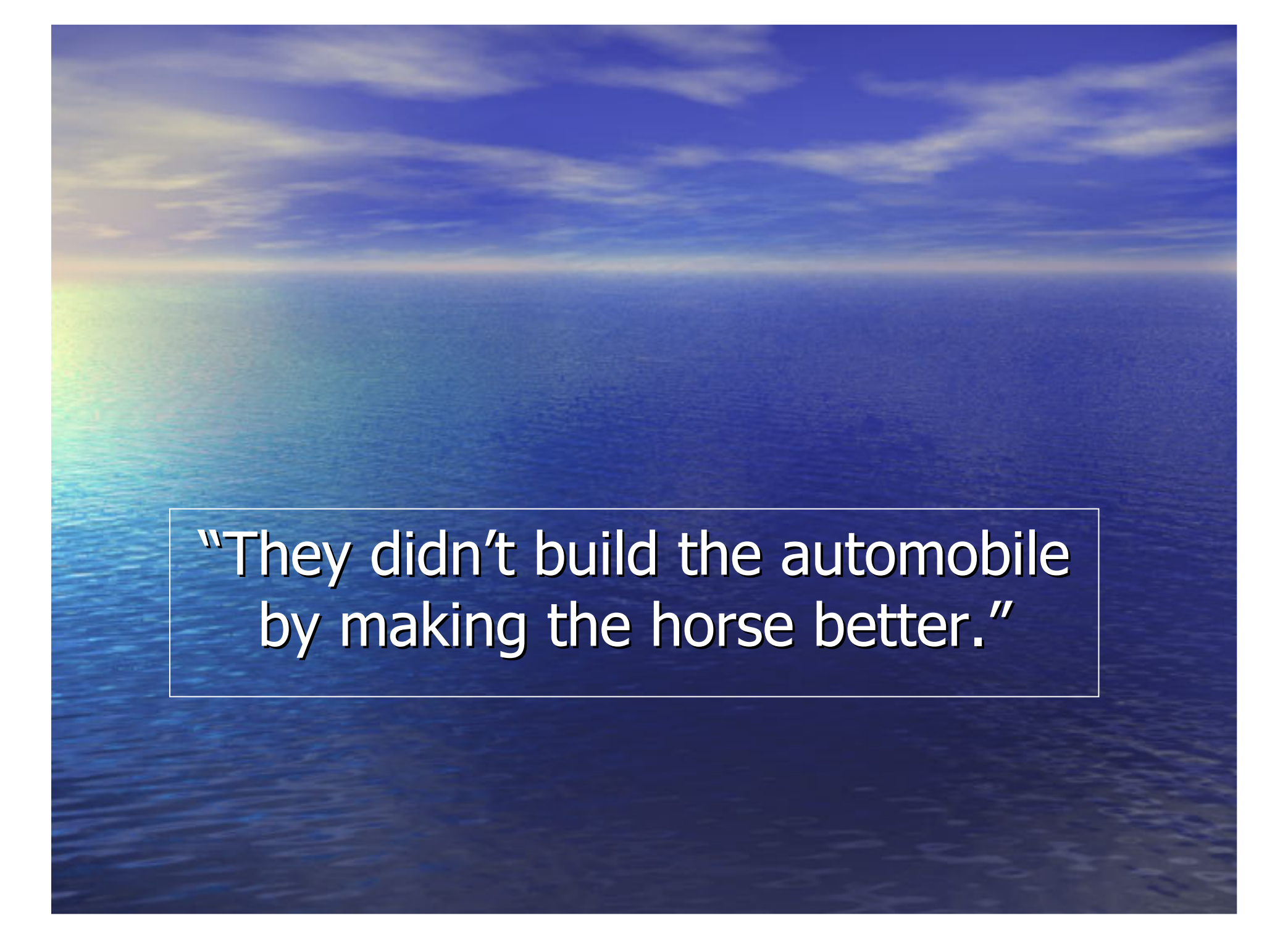





Consulting. Technology. Information.

# Mortgage Warehouse Lenders Forum

Rainbow Room  
30 Rockefeller Plaza, 64th Floor  
Sunday, May 20, 2007  
4:00 - 6:00 pm



“They didn’t build the automobile  
by making the horse better.”



“The bad guys get together to do bad things, so let’s get the good guys together to do good things.”



Mortgage Warehouse Lenders Forum

# Welcome and Introductions

Welcome

Notebooks

Agenda

Attendee List

WIN Information

Card with Presentation Web Link

Introductions

Guests

SRG Staff

Attendees



# Agenda

- |              |                                       |
|--------------|---------------------------------------|
| 4:00pm       | Welcome and Introductions             |
| 4:00 to 4:30 | Federal Bureau of Investigation       |
| 4:30 to 4:45 | Warehouse Information Network         |
| 4:45 to 5:00 | Closing Agent Risk Management         |
| 5:00 to 5:15 | Comments, Direction and Communication |
| 5:15 to 6:00 | Cocktails and Peer Networking         |



Mortgage Warehouse Lenders Forum

# FBI Mortgage Fraud Analysis

## R. Scott Broshears

Supervisory Special Agent  
Financial Crimes Section

Fifteen years with the FBI. The first 13 years in the Birmingham, Alabama, Division, working mostly white collar crime including bank fraud, wire fraud, mail fraud, mortgage fraud, health care fraud and bankruptcy fraud. Also worked numerous bank robbery, fugitive and assisted with the money investigations related to drug cases. The last two years have been a supervisor at FBI Headquarters.



# FBI Mortgage Fraud Analysis



# Warehouse Information Network

# WIN Vision

- Focus on Common Issues not Competitive Issues
- Provide Risk Mitigation Services
  - Automate Verification and Validation
- Promote New Technology Adoption
  - eMortgage Evolution
- Supply Transformation Resources
  - Education and Training



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# Warehouse Information Network

An independent, membership-based collaborative for warehouse lenders



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# Warehouse Information Network

- Provide centralized information sharing services which specifically reduce mortgage warehouse risk



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# Warehouse Information Network

- Promote education on ways to increase your warehouse operational efficiencies



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# Warehouse Information Network

- Host event and web-based forums for the exchange of ideas on issues related to mortgage warehouse lending



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# Warehouse Information Network

- Document warehouse lending standards, practices, metrics and benchmarks

# Warehouse Information Network

- Create a vehicle to communicate as a collective group with other industries (title companies, e-mortgage suppliers, etc) which have impact on the business of warehouse lending.

- **An independent, membership-based collaborative for warehouse lenders**
  - **Provide centralized information sharing services which specifically reduce mortgage warehouse risk**
  - **Promote education on ways to increase your warehouse operational efficiencies**
  - **Host event and web forums for the exchange of ideas on issues related to mortgage warehouse lending**
  - **Document warehouse lending standards, practices, metrics and benchmarks**
  - **Create a vehicle to communicate as a collective group with other industries (title companies, e-mortgage suppliers, etc) which have impact on the business of warehouse lending.**

# Warehouse Registry Services

## New Tools

- Warehouse Loan Registry
  - Automated risk management services specifically designed for the detection of inter-warehouse fraud.
    - double warehousing
    - flipping
    - straw buyer rings
    - other possible fraudulent activity

# Closing Agent Risk

## Proposed Tools

- Warehouse Closing Agent Registry

Centralized validation, verification and warning system.

- problem agents
- suspended or closed title companies
- other related closing agent verifications

# Closing Agent Risk

- Survey
- Challenges
- Tools Needed
- Methodology

# Next Steps

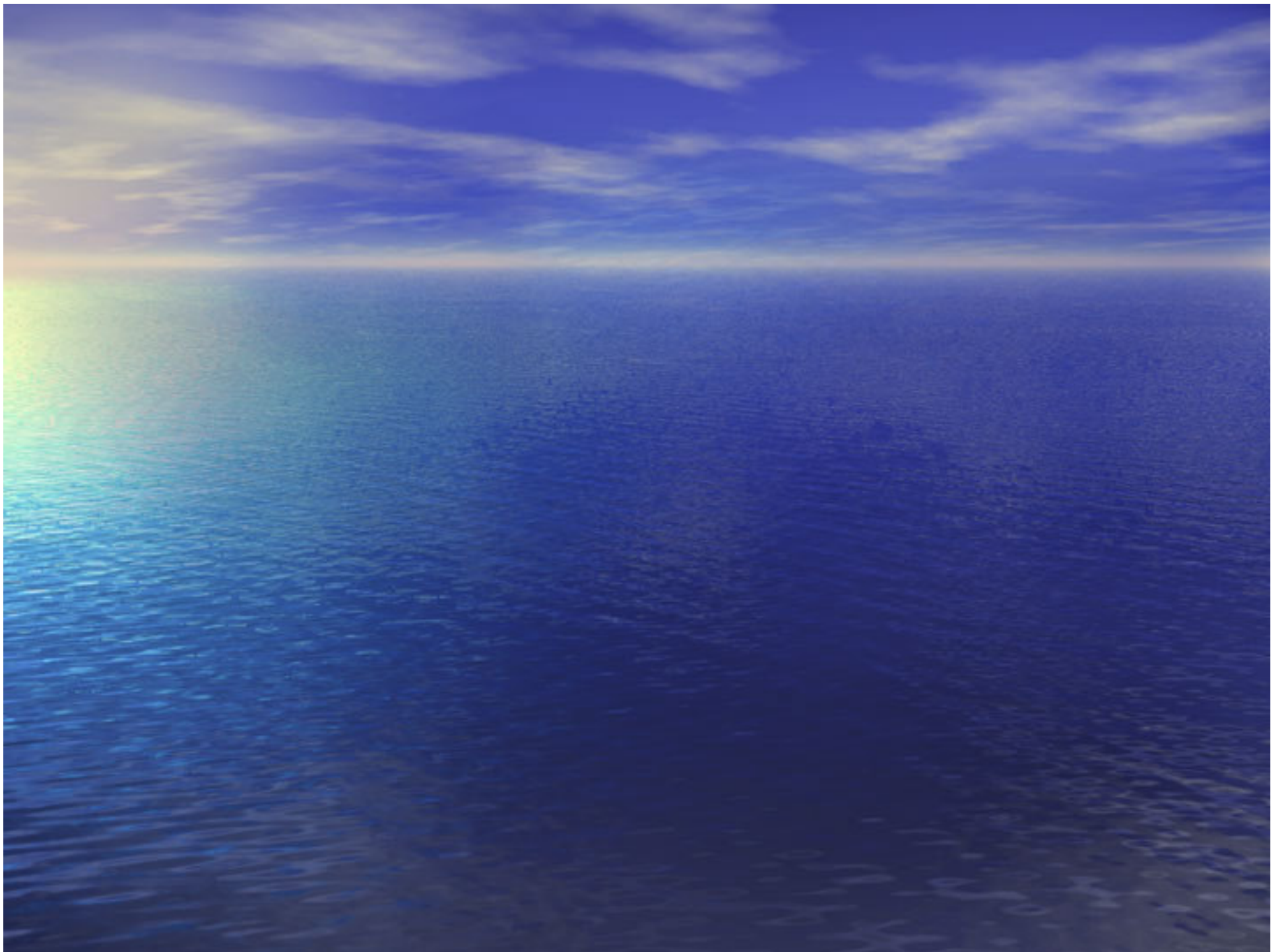
- Comments
- Coordination
- Communication
- Cocktails



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*Thank You!*



# SRG Company Highlights

- Founded in 1986 – Over 20 Years in Business
- Background in Banking, Mortgage, Technology, Consulting
- Providing Consulting, Software and Information Services
- Solely Focused on Business to Business Mortgage Lending
- Very Loyal Client-Base, Every Client is an Excellent Reference
- Mortgage Technology Magazine – Steve Fraser Award Finalist  
(Outstanding Mortgage Technology Innovator, Visionary or Evangelizer)

# SRG Client Software and Services

- SRG Warehouse Loan System
  - 3<sup>rd</sup> Generation Technology Platform, .Net Architecture, Hosted or SaaS
  - 2,000+ Online Mortgage Originators Connected to 20+ Warehouse Lenders
- Consulting
  - Risk Management
  - De Novo Warehouse
  - Business Process Re-Engineering
  - Enterprise Architecture Strategic Planning
- Shared Information Services
  - Warehouse Information Network<sup>sm</sup>
  - Warehouse Registry<sup>sm</sup>

# SRG Client References



# SRG Management Team

- **Stanley Street**
  - 30+ Years Financial Services Industry
  - Warehouse Lending Subject Matter Expert
  - Business Process Engineering, Accounting Solutions
  - Operations Automation, Earnings Improvement, Risk Strategies
- **David Brackin**
  - 20+ Years Technology Services
  - Internet Capital Group Web Technologies Optimization
  - Warehouse Lending Technology Optimization
- **Jim Bierma**
  - 30+ Years Financial Consulting Services
  - Bank Earnings International Business Productivity Solutions
  - INS Technology Transformation Services

# SRG Published Articles

THE WALL STREET JOURNAL

**Mortgage Banking**  
The Magazine of Real Estate Finance

AMERICAN BANKER

**Broker Universe**

**MT MORTGAGE TECHNOLOGY**

REAL ESTATE TECHNOLOGY NEWS

**SCOTSMAN GUIDE**  
THE LEADING RESOURCE FOR MORTGAGE ORIGINATORS

**MBA NewsLink**

**Origination News**  
For Mortgage Brokers, Correspondents, Lenders and Wholesalers

MBA **TECH newslink**

**THE MORTGAGE PRESS**

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SECONDARY  
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Inside  
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**NATIONAL MORTGAGE NEWS**

# SRG Differentiation

- Technology
- Experience
- Focus
- Flexibility
- Managed Client Queue
- Longevity Through Multiple Business Cycles
- Planning and Implementation Follow Through