2019 McCracken Customer Conference

A Day in the Life of a Loan Servicer

Walk through the day in the life of a loan servicer. McCracken analysts will show how Strategy can streamline servicing using features such as Process Manager, Rules Maintenance, and Navigator.



Agenda

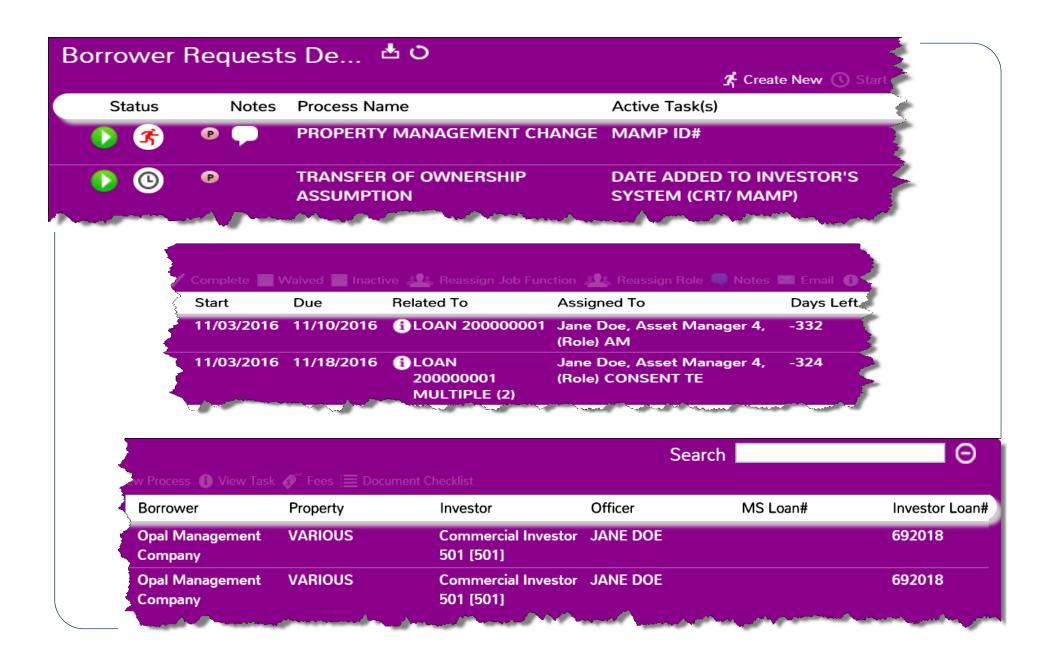
- How others are using the Process Manager, Rules Maintenance, and Navigator functionality.
- How other customers have approached implementing Process Manager, Rules and Navigators
- Review the Process & Task Queue aka the "Magic Widget"
- Watchlist

Process & Task Queue (i.e. "The Magic Widget")

Automate <u>all</u> of your processes

- Quickly assign and route work to whoever you want (even third party vendors)
- Complete visibility to all parties with notes and associated documents in a central location
- Consents, covenants, asset management, etc.
- Eliminate the need for reminders and ticklers when implemented
- Provides a complete history and audit trail that you can pull up instantly on screen

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			🛠 Create New 🕔 Start 🧹	🖊 Complete 📕	Waived 📗 Inact	tive 😃 Reassign Job Fun	ction 😃 Reassign Role 🞈 Notes	🔤 Email 🚯 V	liew Process 🚯 View Task	🞻 Fees 🗮 Document	Checklist	
Status	Notes	Process Name	Active Task(s)	Start	Due	Related To	Assigned To	Days Left	Borrower	Property	Investor	Officer
F	•	PAYOFF PROCESS	SENT INVESTOR/ LENDER/MASTER SERVICER QUOTE FOR REVIEW	02/13/2017	02/15/2017	1LOAN 445	John Doe, Asset Manager 1	-915	AMERRICA MANAGEMENT CORPORATION	VARIOUS	GinnieMae MBS [24]	SMYTH JO
>	•	PAYOFF PROCESS	RECEIVE PAYOFF REQUEST AND CALCULATE QUOTE	10/19/2016		1LOAN 445	Jane Doe, Asset Manager 4		AMERRICA MANAGEMENT CORPORATION	VARIOUS	GinnieMae MBS [24]	SMYTH JO
Go To Pay	off Process	PAYOFF PROCESS	PAYOFF QUOTE SENT TO BORROWER	10/19/2016	10/21/2016	1LOAN 200000001	Jane Doe, Asset Manager 4	-1032	Opal Management Company	VARIOUS	ABC Investment [501]	JANE DOE



Take a Look

What Other Customers Are Doing with Rules

Customers Have Implemented Rules To...

- Monitor for New Loans Boarded
 - System monitors for a new loan transaction and takes the action to start the following processes:
 - Set up ongoing annual inspections
 - Set up financial statement collection in accordance with loan docs
 - Complete post closing activities
 - Abstract loan agreement for loan triggers
- Monitor on going Triggers
 - Rules used to monitor for triggers
 - Monitors for DSCR below customer entered value
 - Monitors for inspection rating below customer entered value
 - Creates process when trigger event occurs
 - Escalate and implement consequences as deemed necessary

Customers Have Implemented Rules To...

• Monitor CREFC Watchlist values

- 39 Rules to monitor for CREFC defined indicators
- Defined action to Add to Watchlist
- Checks Policy Information against Insurance Requirements
 - Rules monitor policy and loan information for compliance with investor requirements
 - Notification of need for remediation
 - 300 plus rules (more rules coming)
- Monitors Interest Rates for Rate Cap/Hedge Agreements
 - Compares Interest Rate or Index to Strike Rate
 - Monitors Hedge Provider Rating
 - Monitors for expiration and renewal
 - Starts process to initiate steps needed.

How Do I Get Started With....

Rule Sets

Different Approaches by Customers

- Rule Shopping
 - Reviewed the list of Rules
 - Selected which rules their company wanted to use.
 - Create a Rule Set
 - Select which loans the Rule Set monitors
 - Create a Data Set that you want to run the Rules against.

Different Approaches by Customers

• The Stakeout Method

- Create a Rule Set to watch for specific targeted conditions
 - Watchlist Rules for CREFC for specific Investors
- The Bullseye Method
 - Review compliance for one or more investors on demand
 - Create Rule Sets of Insurance Rules for one or more investors

Different Approaches by Customers

- Actions they are generating from their Rules
 - Visual Alerts
 - o On screen in Portfolio Analysis
 - Starting Process or Task
 - o Automatically schedules reviews and mitigation
 - Add a Loan on or off the Watchlist

What Customers are Doing With Workflows Process Manager

Popular Workflows

- Over 130 Different Process Templates Monitoring
 - Financial Statement Collection and Important Data Points
 - Inspections Due, Ratings, and Deferred Maintenance
 - Environmental Info or Property Changes
 - Tenant, Rent Roll and Property Management Changes
 - Various Escrow Requirements
 - Analysis due
 - Monitor reserves
 - Tax and Insurance Requirements
 - Insurance Requests and Compliance
 - Servicing Tasks



Reminder Process

One-time Process attached to a loan

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rocess Mana	agement												
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	Status:	OPEN			Actions 🔻 🕻	Ŀ		🖂 All Tasks are Sequent	ial				
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	Process Long Description:					MOST	Recent Note:						
												63	
	Category:			-		Resp	onsible Party:	KPETERPAUL, Portfolio M	anager 3			-	
	Sub-Category 1:			-			Role:						
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	Sub-Category 3:			-			Approved:						
	Linked To:	Ð			1	Next Pro	cess to Start:						
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10	REMINDER			Call borrower on where the	e payment shoul	ld be post	KPETERPAUL,	Portfolio Manager 3 💌	0			OPEN 😍	Select 🔻 📩
20	REMINDER			Send check to current addr	ress		KPETERPAUL,	Portfolio Manager 3 💌	Ś			FUTURE 😍	Select 🔻 🗸

Loan Boarding Asset Management

One-time Process with several steps attached to a loan

intair	Process Number: 652											
	Status:	OPEN			Actions 🔻	G	All Tasks are Sequenti	al				
	Process Type:	LOAN BOARDING ASS	SET MANAGEMENT			Recurring or One-Time:	ONE-TIME	-	1	Recurring Stop	o Date	
	Process Sub-Type:	CREFC		-		Frequency:		-	- / - St	art Month/Day		
	Process Short Description:	LOAN BOARDING AS	SET MANAGEMENT				# Days					
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											C)	
	Category:	ASSET MANAGEMENT		~		Responsible Party:	KPETERPAUL, Portfolio M	anager 3			-	
	Sub-Category 1:			-		Role:					-	
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	Process Start Date:	09/23/2015	0			Case Number:						
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	LOAN BOARDING REVIEW LOA	N DOCUMENTS				KPETERPAUL,	Portfolio Manager 3 🛛 👻	0	09/24/2015	09/26/2015	OPEN	Select
	LOAN BOARDING REQUEST MI	SSING LOAN DOCUME				KPETERPAUL,	Portfolio Manager 3 🛛 💌	0	09/27/2015	09/29/2015	OPEN	Select
	LOAN BOARDING RECEIVED M	ISSING LOAN DOCUM				KPETERPAUL,	Portfolio Manager 3 🔄	0	09/30/2015	10/02/2015	OPEN	Select
	LOAN BOARDING LOAD RENT	ROLL INTO THE RENT I				KPETERPAUL,	Portfolio Manager 3 🛛 💌	0	10/03/2015	10/05/2015	OPEN 😍	Select
	LOAN BOARDING LOAN UW DA	TA INTO OPERATING				AHOGGE, test	user 1	0	10/06/2015	10/08/2015	OPEN 😍	Select
	LOAN BOARDING LOAD INSPE						-Cook, Asset Manage 🔻	0	10/09/2015	10/11/2015	OPEN 7	Select

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Collect Tax Payment Evidence

Recurring Process attached to a loan

OK Apply Cancel Tools 🔻

Process Management

Process	Management	

Maintai	n Process Number: 657											
	Status:	OPEN			Actions 🔻	5	All Tasks are Sequent	ial				
	Process Type:	COLLECT TAX				Recurring or One-Time:	RECURRING	-		Recurring Stop	o Date	
	Process Sub-Type:					Frequency:		-	-/ - St	art Month/Day		
	Process Short Description:	COLLECT TAX					# Days 1 Recurring Inte	rval (Ex.	every 2 years)			
	Process Long Description:					Most Recent Note:					62	
	Category:	OPERATIONS		*		Responsible Party:	KPETERPAUL, Portfolio M	lanager 3			*	
	Sub-Category 1:			T		Role:					-	
	Sub-Category 2:			-		Severity Level:						
	Sub-Category 3:			(<i>\\</i>)		Approved:						
	Linked To:	e Loan	- 13010900	0		Next Process to Start:			Co	nfirm Before Star	ting	
	Process Start Date:	09/23/2017	0			Case Number:						
	Process Due Date:	09/25/2017	📋 👩 📝 Synchronize	with last Task		User Amount:	0.00					
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der	Task Description		Task Status	Most Recent Note		Assigned To		Start	Start Date	Due Date	Status	Actions
)	CALL BORROWER FOR TAX RE	CEIPT				KPETERPAUL,	Portfolio Manager 3 💌	0	09/23/2017	09/25/2017	OPEN 😍	Select 🤜
	CHECK TAXING AUTHORITY W	EB SITE FOR TAX REC				KPETERPAUL,	Portfolio Manager 3 💌	Ś		11	FUTURE	Select
						KPETERPAUL,	Portfolio Manager 3 👻	Ó			FUTURE	Select *
)	IMAGE						Portfolio Manager 3 💌	Ó			FUTURE	_

Annual	Comp	liance	Process

Recurring Process using Float Year (Occurs same date every X years

Cancel Copy Tools 🔻

Process Template Maintenance

Process Management Search » Process Management » Process Template Search » Process Template Maintenance

	ANNUAL COMPLIANCE FOR OUR	COMPANY			Inacti	ve:						
rocess Short Description	Annual Compliance for our COn	npany			Recurring or One-Tin	ne: REC	JRRING	-				
Process Long Description					Frequen	cy: FLO	# Days	▼ 1 ▼ / 15 6 ▼ / 30 terval (Ex. every 2 ye				
Process Sub-Type			•	L .	Responsible Par	ty:				-		
Category	COMPLIANCE		•		R	ole:						
Sub-Category 1			•		Severity Lev	vel:	-					
Sub-Category 2	1		*		Approv	ed:						
Sub-Category 3			-		Next Process to St	art:				- C	onfirm Before	Startin
Start Date Indicato	0-LISER ENTERS DATE		·		Case Numb	er:						
Due Date Indicato	0-USER ENTERS DATE		👻 🔽 Due Date synchronized with last T	ask	User Amou	int: 0.00						
Days Required to Complete					All Tasks are Sequent	ial:						
					•							
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ANNUAL AUDIT		Task Status	Assigned To KPETERPAUL, Portfolio Manager (💌		Add > ReSequence	A/S			#Days	Sev	Options	
cess Template Tasks lect Task Type from Temp er Task Type	NCE CERTIFICATE	Task Status			Add > ReSequence	A/S	Start Month/Day	Due Month/Day		_	/ 0	

How Do I Get Started With...

Process Manager (Workflows)

Can I use a Rule, Report, or Investor to Start a Process to Increase Automation?

Current Methodology

- The user would write a report to start a business process
- The user would write a report to track the business process in a spreadsheet
- Business process just for this one Investor

Automate using Strategy tools

- The system has the information and thru a Rule it can tell itself to start the workflow or business process
- The user can use that same report for the system to start the business process (report)

Inventory the Processes You Do Today

Start with your Pain Points, High Risk and Compliance Items

Business Process Inventory

			Is the business process performed by one group		
Business Process	Process Template	What is the business scenerio to kick off this process?	or multiple Groups?	Volume	Frequency
	1		1	1	1

Example of Inventory of business processes

		Date or Manual	One-time or		
Process	Process Template	Start	Recurring	Frequency	Category
oan Boarding Asset Management	Loan Boarding Asset Management		One-time		Asset Management
SCR Falls Below Threshold	DSCR Falls Below Threshold	Date	Recurring	Quarterly	Asset Management
inancial Statements	Financial Statements		Recurring	Quarterly	Asset Management
aspections	Inspections		Recurring	Annual	Asset Management
ebt Yield Falls Below Threshold	Debt Yield Falls Below Threshold				Asset Management
vent of Default	Event of Default (BWR Reps)	Manual Start			Asset Management
oan not Paid Off at Maturity or ARD	Loan not Paid Off at Maturity/ ARD				Asset Management
TV Falls Below Threshold	LTV Falls Below Threshold	Date Driven			Asset Management
let Worth Below Threshold	Net Worth & Liquidity Below Threshold	Date Driven			Asset Management
IOI Falls Below Threshold	NOI Falls Below Threshold	Date Driven			Asset Management
occupancy Rate Below Threshold	Occupancy Rate Below Threshold				Asset Management
enant Credit Rating Below Target	Credit Rating Below Target (Tenant)	Date Driven			Asset Management
enminder			[

Best Practices for Building a Template

Template Is a Form or Rubber Stamp for Future Processes

- Keep it simple to begin with
- Build to the minimum required tasks. You can always add a task
 - To the template for all subsequent Processes, or
 - To a specific Process created from the template
- Use the Category to filter and organize your Process Catalogue

Review Your Inventory of Business Processes

When is it a Task? and When is it a Process?

- Tasks
 - Single step or to-do
 - Can be a building blocks for a process
 - Usually have Start and End Date

- Process
 - Group of tasks tied together
 - Can be recurring
 - Each step can be assigned to a different user
 - Can be automatically started by Rules Engine
 - Can add additional tasks for process variation

Tasks & Processes Can be Linked To...

- Loans
- Property
- Collateral
- Investor
- 3rd Party
- Name/Address ID
- Inspection
- Insurance
- Tenant
- Nothing

OK Apply Cancel Tools 🔻				
Process Management				
Maintain Process Number: 658				
Status:	OPEN			A
Process Type:	REMINDER PROCESS	S		
Process Sub-Type:			-	
Process Short Description:	REMINDER PROCES	s		
Process Long Description:				
Category:			-	
Sub-Category 1:			~	
Sub-Category 2:			~	
Sub-Category 3:			-	
Linked To:	+ LOAN	- 445	8	
Process Start Date:	10/05/2015	iii 0		
Process Due Date:		🛗 💿 🔽 Synchr	onize with last Task	
Additional Information				
Process Tasks				
Compact view				
Order Task Description		Task Status	Most Recent Note	_
10 REMINDER			Call borrower on where the	pa
20 REMINDER			Send check to current addr	ess

Go To Links

- Appraisal
- Construction Budget
- Collateral
- Contact Log
- Document Checklist
- Financial Statement Form Maint
- Financial Statements
- Inspections
- Insurance
- Mapping Tool



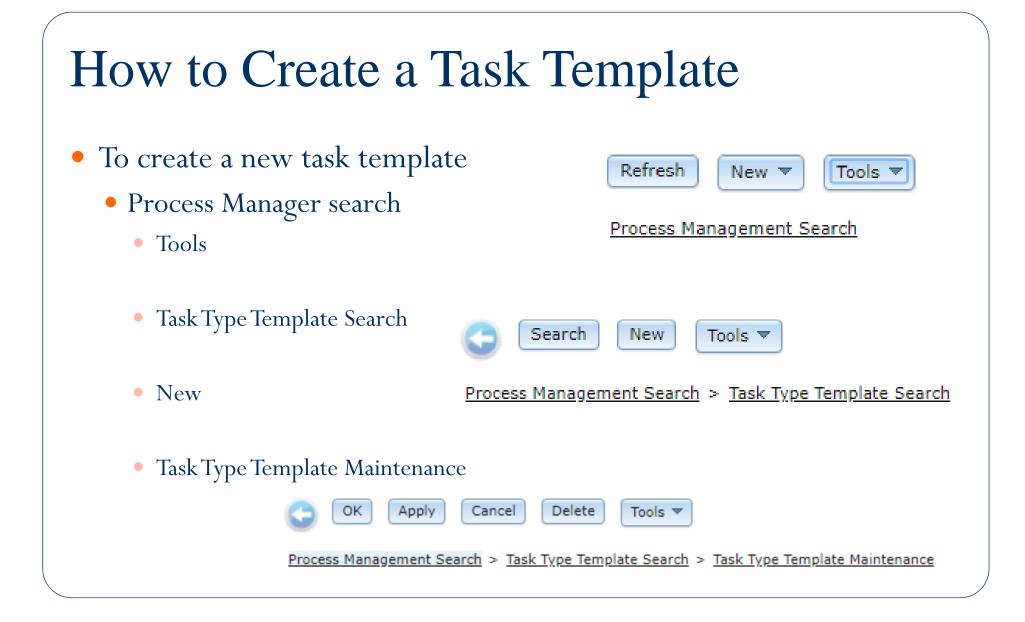
- Navigations in STRATEGY
- Occupancy
- Portfolio Analysis
- Process Manager
- Property Valuation
- Rent Rolls
- Reserves
- Trigger Abstract
- Watch List

One-time

- 1. One-time task-follow-up (Reminder)
- 2. One-time reminder (Reminder Process)
- 3. One-time process-checklist (Document Checklist)
- One-time process with process flow (Loan Boarding Asset Management)

Recurring

- 1. Recurring task (Collect Tax)
- 2. Recurring process-checklist (Credit Tenant Process)
- 3. Recurring process with process flow (IR Remittance process)
- 4. Float year (Annual Compliance for our Company)
- Recurring process with process flow and building document (Collect Inspection)



ask Tem	olate
OK Apply Cancel Delete	
Maintain Task Type Template ID: #	
Task Type:	
Category:	
Sub-Category 1:	
Sub-Category 2:	▼
Sub-Category 3:	▼
Default Job Function Assignment:	
Default Role Assignment:	
Task Frequency:	ONE-TIME Image: Month/Day # Days Recurring Interval (Ex. every 2 years)
Automatically Start Task:	
Task Start Date Indicator:	0-USER ENTERS DATE
Task Due Date Indicator:	0-USER ENTERS DATE
#Days Needed To Complete Task:	
Severity Level:	v
Task Reason Code Table:	Task Reason Code Required
User Defined Task Status:	v
Integrated module name and Task ID:	▼
Stored Procedure Name/ID:	💌 💿 On Start 💿 On Complete 💿 On Demand
Subsidiary Process:	
Inactive:	
Additional Information	

Recommended Fields for Every New Task

- Task Type
- Category
- Default Job Description Assignment
- Task Frequency
- Task Start Date Indicator
- Task Due Date Indicator

Process

- A group of tasks tied together to complete a complex job
- Steps (A.K.A. Tasks) in the Process can be performed sequentially or simultaneously
- A Process can be recurring or one and done.
- A Process may be assigned a Responsible Party
- Can be automatically started by Strategy's Rules Engine

How to Create New Process Template

- To create a new process template (form)
 - Process Manager search
 - Tools



Search

New

- Process Templates Search
- New
- Process Template Maintenance



Refresh

Tools 🔫

New

Process Management Search

Tools

Process Template

Cancel Copy Tools 🔻

Process Template Maintenance

Process Management Search » Process Template Search » Process Template Maintenance

Process Type	•:		2	Inactive:	:	
rocess Short Description	1:			Recurring or One-Time:	ONE-TIME	
Process Long Description				Frequency:	: # Days Recurring Interval (Ex. every 2 years)	lonth/Day
Process Sub-Type		•		Responsible Party:	· · · · · · · · · · · · · · · · · · ·	-
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Sub-Category :	.:			Severity Level:	: -	
Sub-Category :	2:	-		Approved:	:	
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Due Date Indicato	0-USER ENTERS DATE	-	💟 Due Date synchronized with last Task	User Amount:		
Days Required to Complete	**			All Tasks are Sequential:	:	
Additional Information						
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ler Task Type		Task Status Assigned	To Role	A/S Start In	ndicator Due Indicator #Days	Sev Options

Recommended Fields for Every New Process

- Process Type
- Process Short Description
- Category
- Task Start Date Indicator
- Task Due Date Indicator
- Recurring or One-Time
- Responsible Party

How Customers Have Implemented Navigators

Navigators Customers Have Implemented

- On Demand Bill Individual
- Add Prepay Premium
- Change Late Charge Rate
- Extend a Maturity Date
- ADD ROLE

What Customers Are Doing with Navigators

Hint: Adding them into their Processes by Tying them to Tasks

How Customers approach Navigators in a Process

- A process is started based on a inquiry that has maintenance that needs to be done in the system.
 - Extension of a maturity date
 - Waive a late charge
- Process is started based on a trigger that requires changes in the system.
 - Add Prepayment Premium

What is a Navigator?

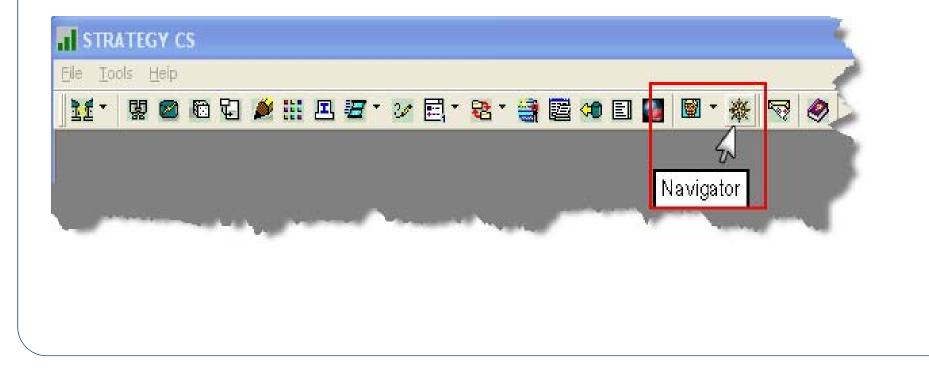
- Functionality that allows the user to string together a series of windows that can be presented in a step by step method to perform various tasks
- User guide/process documentation can be linked upfront in the process
- Each 'step' can have documentation associated with the task

Navigators – Advantages

- Allows user to define the navigation from screen to screen
- Speeds entry process
- Insures steps are not skipped
- New and inexperienced users can easily complete tasks
 - Knowing the application navigation is not needed
 - Documentation is readily available
- Users can stop anytime they want or need
- Client defined no programming required

How to Set up a Navigator

- Navigator Access
 - On the Main Tool Bar



 Payoff Quote Insurance Loss Tracking Process to change Late Charge rate shortcut to process change late charge rate Extend Maturity date of a loan Add deferred revenue recored straight line Transaction Processing - Manual Entry Contract type change - Adjustable to Fixed PAT setup Master Servicing Setup Master Servicing Setup SoFR BusinessChange Index Print on Demand Individual Bil Selected: Print on Demand Individual Bil 	To Update Double click or	vigator Access	ı v
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	45		
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	Cancel Apply Help	vigation OK Car	rt Nav
	Cancel Apply Help		tNav

Build Your Own Navigator

All Windows:				Windows in Navigation:	:			
Accounting Module Adjustable Loan Asset Manageme Billing Module Budget Application Custom Code Escrow Process Insurance Compliar Investor Process Loan Administra	Module ent [W] ing Module hoe Web Module [W sing Module tion	/1	Add > Remove	Billing Module Notes			p ^	
Mapping Tool [W] Other Collateral Periodic Processing	Module	~						
Mapping Tool [W] Other Collateral Periodic Processing <	Module 3	, ~		<		>		
Mapping Tool [W] Other Collateral Periodic Processing	Module dule t: Click on the Portfo box - complete a History - Yes or N	olio/Individual Bi Ill information 1) No 4) Enter Beg	Account Numb inning Balance	 Select Individual. In Ind per 2) Reprint - Yes 3) P Date 5) Enter Ending Bal ary 6) Click Yes for reprint 	lividual Billing detail rint Transaction lance Date - CLICK	>		Help text appears through navigation
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Internal Documentation

- Associate documentation with a set of steps to complete a task
 - Documentation can be made available for each step in the process
 - User Defined documents in .docx or .pdf format
 - Help text typed in for each process
- Ability to attach corporate Policies and Procedures

Javi	gator #1 of 2 Click here to get documentation for step 1 of 2	
rint on	Demand Bill - Individual	
STRATEGY (S - [Billing => 750079962 [USD] - IRP 79506]	- 🗆 X
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Hereit Accrual	🦉 Receivables 🛛 🔀 Interest Adjustment 🗟 🔀 Balances & Rates 🛛 🎦 Subsidy 🔃 Modified Payme	ent Schedule 🛛 🧱 Default Interest
	Click on the Portfolio/Individual Bill ICON toolbar - Sel Individual. In Individual Billing detail box - complete information 1) Account Number 2) Reprint - Yes 3) P Transaction History - Yes or No 4) Enter Beginning Ba	all Print

Navigator #1 of 2

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Accrual 😤 🗀 leceivables 🛛 🏂 Interest Adjustment	Batta Batta	alances & Ra	ites	😭 Subsidy	12 M	dified Payment Schedule		Default Inter	est	
Individual										
Scheduled Principal Balance:		13,796,686.7	2	Cu	rrent Principal	Balance: 13,796,686.72		r		
						Interest: N				
Starting Date for Next Accrual Period:	03/01/20	17		Ac	counting Basis	Method: A				
Current Accrual Receivable:	03/01/20	17		N	ext Payment D	ue Date: 03/01/2017				
Accrual Start Date:	05/01/ 📊	Individual Billin	ig Summary					×		
Accrued Through Date:	02/10/									
Coan Information		Account #	Currency Type	Reprint Billing Date		Print Beginning Ending rans Balance Date Balance D		e 🖀		Add Button
Accrued Interest Receivable: 21	174.0				H	story		pe 📓		
Accrued Interest For Current Period: 21	174.0							_		
Accrued Interest G/L: .00										
Bank Accrued Interest Receivable: .00										
Interest Per Diem: 2,7	17.40									
Principal Adjustments During Accrual Period:										
DIAL Information										
DIAL Capped Recognized: .00 DIAL Capped Unrecognized: .01										
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Navigator #1 of 2

Print on Demand Bill - Individual

Account #	Currency	Reprint	Billing	Next Billing	Print	Beginning	Endir		Billing	94
	Type	Individual	Billing Det	ail			\times	Date /	Address Type	*
				Account #:]				
				Reprint:	•		1			
				Billing Date:	00/0000	-				
		Nev	t Billing Da	te(mm/ccyy):		-				
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				Balance Date:	00/00/0000	-				
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		1								
			ОК	Cancel	Apply	H H	lelp			
	Rea	dy								
					ок	Can	cel	Apply	Help	
ndividual Bill										

Navigator #1 of 2

	Currency Type	Reprint	Billing Date	Next Billing Date	Print Trans History	Beginning Balance Date	Ending Balance Date	Billing Address Type	<u>*</u>
50079962	US DOLLARS (US	YES (Y)	03/2017	03/2017	YES (Y)	02/01/2017	02/28/2017		
Ir	ndividual Billing S	ummary							
	A Dave			line Chataman	a in the com	h File new 2			
	<u> </u>	u want to	create the bi	ling Statement	s in the wol	K FIIE NOW?			
	_					_			
				Yes	No				
							el App	ly Help	

	or #2 of 2 and Bill - Individ	de fo	Click here to get ocumentation or step 2 of 2	
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¥; ▼ ∰ @		2 🕫 El 🛃 🗑 🕷 😽 🤣	🧇 🕈 🛛 N	IAVIGATOR (#2 Of 2)
団 ■ □ IIII Accrual	🗞 • 🌑 🗈 🍈 🚿 🕍 🍨 🐼 🖬 🗙 💵	🔀 Balances & Rates 🕴 🎦 Subsidy	12 Modified Payment Schedule	Default Interest
	Current Accrual Receivable: 0 Accrual Start Date: 0 I STRATEGY Add Notes to ac			

Navigator #2 of 2

Notes		NAVIGATOR (#2 Of 2)	
Filter Note Type: Date From: Created By: Reference:	00/00/0000 Date To: 00/00/0000		
Date Note Type Reference Created By 9/10/2019 LO EFRATTAR	Note Text 1 Customer requested reprint of bill for May 2017	No Marka	
< Details Note Type: LOAN (LO) Refer	ence: Note Seq#: 1	, <i>⊗</i>	
	d By: EFRATTAR		
	OK Canc		

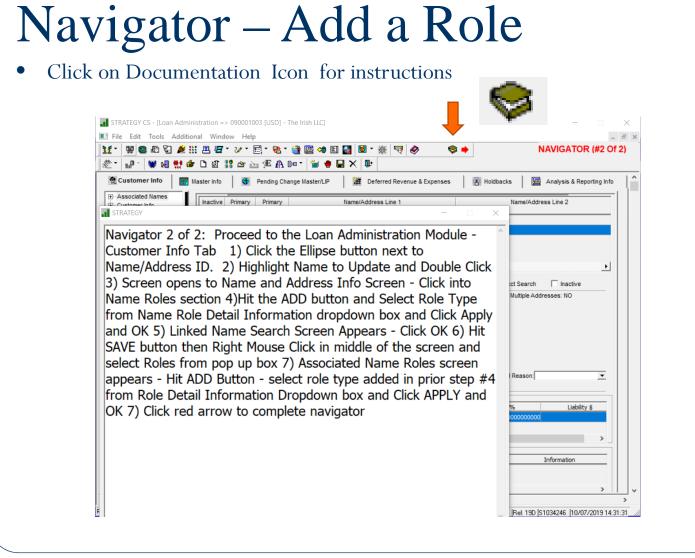
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• Highlight Add a Role and click Start Navigation

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Last Selected: Add a Role Start Navigation OK Cancel Apply Help Ready	

Search and Add strategy cs ile Tools Help	a Loan Number – Click on Arrow	- 🗆 X
11 - 👯 🚳 📾	 Count Search Count Search 	NAVIGATOR (#1 Of 2)
K	Select Account Last 10 Accounts Account Info Associated Name (Last or Co): Tax ID # Name Alternate ID C Property Loan Name: MCA Info Monthly Payment Investor Loan #: .00 OK Cancel	Search



• Proceed to Loan Administration Module – Customer Info

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	👷 Customer Info 🔳	Master Info 🛛 🐠 Pending Change Master/LIP 🛛 🕌 Deferred Revenue & Expenses 📄 🔠 Holdbacks	Analysis & Reporting Info
	Associated Names Customer Info		ame/Address Line 2
		Borrower Contact Yes Epic Inc	
Click Ellipse			
button next to			▶
		Name/Address ID: 160 🖂 🔽 Primary Borrower 🗌 Primary Contact 🔽 Include in Acct	
Name/Address		Formatted Name/Address Doc Distribution: NO M Epic Inc Tax ID#: 22-4444444 Tax ID#: 22-4444444	ultiple Addresses: NO
ID		Language: ENGLISH Telephone#:	
ID		Fax#:	
		Email: Address Type:	
		Contact: Relationship: Start Date: 01/01/2017 End Date: 00/00/0000 Relationship End R	
		Relationship: Start Date: 01/01/2017 End Date: 00/00/0000 Relationship End R	Reason:
		Associated Name Koles	
		Inactive Role Type Sub-Role Type Liability % CO-BORROWER .00000	Liability \$
		Contact Information	>
		Type of Contact Info Description	Information
		E-MAIL ADDRESS	
		() () () () () () () () () ()	>

• Highlight Name to Update and Double Click

	🖉 🖬 🚽	Select Select	Name Search C Address	Search and Maintenance	ng Info
	 Associat Custome Documer 	Filter Options Company Name/Last Name: Name Role Type: Tax ID #: City/Town: State/Province/Ward/District/Region: Linked Name/Address ID: Address ID: Address ID: Other District Type:	€ Active C All		•
Double Click on		Alternate ID: Inactive Company Name Epic Inc	Last Name	First Nam Selec	t
Name		4	OK Cancel Apply	► Help	>

		oan Administration => 660000002 [USD] - Epic]
	Name and Addres	ess Information NAVIGATOR (#2 (
	Name Information H. Linked Address I	Name/Contact Information
	Name Roles	NameID: 160 Inactive:
Click into Name Roles	Wiring Instruction	First Name: Last Name: Company Name: Epic Inc Name Prefix: Name Suffix: Contact:
Name Koles		Web Address:
		Silc Code: NAICS Code: U.S. Citizen: ▼ Federal Tax Exempt: ▼ SSN or TNI: ▼ Federal ID# Verified: YES (Y) Tax ID#: 22-444444 W8 Received: ▼ W8 ID#: W8 ID#: 00/00/0000
		Payee Name: IRS Reporting Name: Entity Name:
		Name Roles
		Inactive Role Type Role Type Desc Sub-Role Type Sub-Role Type Desc BORROWER (BORR) BORROWER COBORROWER (COBO)(CO-BORROWER
		Address Information
		Inactive Additional Address Info 1 Additional Address Info 2 Street#/Block# Street Name/Sector

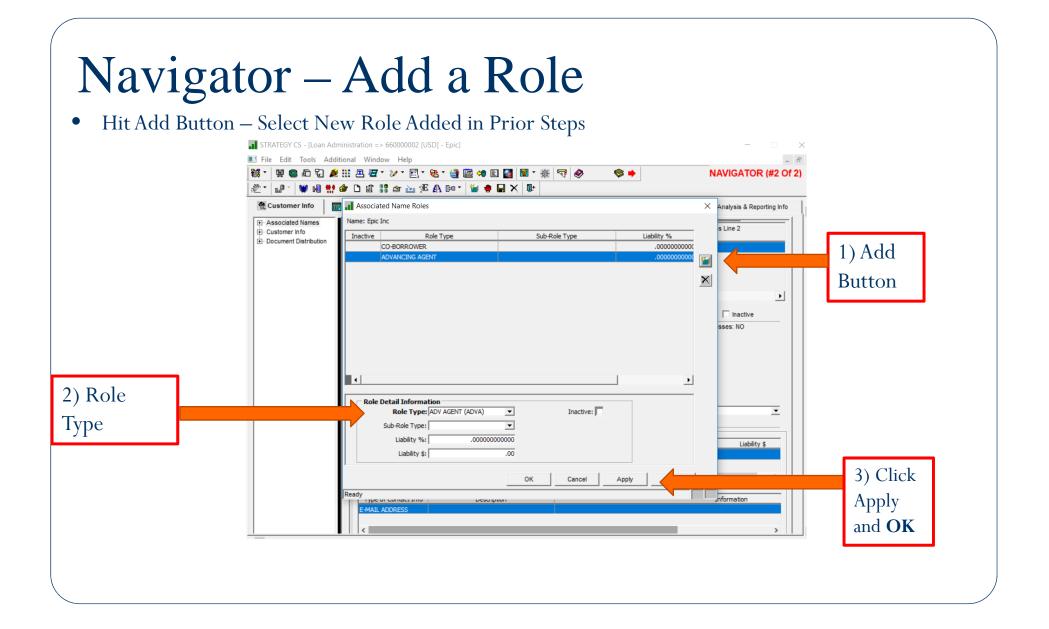
	tor – Add a Role	Ň
• Hit the Add Bu	utton and Select a Role Type from Dropdown	
	■ STRATEGY CS - [Loan Administration => 660000002 [USD] - Epic] - ×	
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	Name Information De Linked Address I	1) Add
	-Name Roles Roles for Name ID: 160 Epic Inc ID: Name Contact Inf Tax ID: 22-444444 ID: Name Association	Button
2) Role Type	⊕ Company Contac Inactive Role Type Sub-Role Type ⊕ Wiring Instruction BORROWER	
	CO-BORROWER ADVANCING AGENT	
	Role Detail Information Role Type: ADVA GENT (ADVA) Inactive:	
	Sub-Role Type:	
	OK Cancel Apply Help	3) Click
	OK Cancel Apply Help	Apply
		and OK

• Linked Name Search Screen Appears

	Linked Name Search	NAVIGATOF	ξ (#2 Of 2)
ै 🖬 🗍	Select Name ID: Select		ng Info
	Filter Options		
	Company Name/Last Name:		
	Name Role Type:		
	Tax ID#:		
	City/Town:		
	State/Province/Ward/District/Region:		▶
	Linked Name/Address ID: 160		
	Name ID: Address ID:		
	Address ID: Alternate ID:		
	HiteHite 101		
5	Inactive Company Name	Last Name First Nam Select	-
	Epic Inc	Last Name First Nam Select	
			-
			<u> </u>
			>
	•	▶	
		OK Cancel Apply Help	
Rea	adv		Click OK
			OK

• Hit SAVE Button then Right Mouse Click and Box Pops Up – Select Roles

File Edit Tools Addition	inistration => 660000002 [USD] - E <mark>leis] onal Window Help</mark>		-
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👮 Customer Info 📰	Master Info Pending Change Master/LI	P Deferred Revenue & Expenses	Holdbacks 🛛 🔛 Analysis & Reporting
	Inactive Primary Primary Borrower Contact	Name/Address Line 1	Name/Address Line 2
Document Distribution	Yes Epic Inc		
Ri	Formatted Name/Address Epic Inc ght Click	Export Contact Information Roles	2-444444 INGLISH DN B
	Inactive Role Type CO-BORROWER	Sub-Role Type	Liability % Liability \$
	<		
		cription	Information



Navigator	– Add a Role
II File Edit Tools 朝文 및 😂 配 답	Administration => 660000002 [USD] - Epic] Additional Window Help
Customer Info Associated Names Customer Info Document Distribution	Imaster Info Pending Change Master/LIP Imactive Expenses Primary Primary Name/Address Primary Name/Address Primary Name/Address Imactive Primary Primary Name/Address Imactive Primary Primary Name/Address Imactive Primary Name/Address Imactive Primary Name/Address Imactive Primary Name/Address Imactive Imactive Primary Name/Address Imactive Imactive
5	Associated Name Roles Inactive Role Type Sub-Role Type Liability % ADVANCING AGENT .00000000000 CO-BORROWER .00000000000 .00000000000 .00000000000 Contact Information Information E-MAIL ADDRESS

Navigator -Completed

Added New Role to Existing Loan!

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Watchlist

Watchlist

• Create a Rule Set with the MFS Master for Watchlist Rules

Add New Rule Set

6			
Copy From:	MFS Master CREFC for Watchlist [MFSCREFC]	Y	
Available To:	All		
Alert Buttons:	MFS PA Alert Button Set 1 [MFSPABTN1]	•	
Data Set:	CREFC Inv. 501	•	
Rule Set Usage:	ANYWHERE T		
Run All Actions:	YES		
ta Sets			OK Cancel

х

Rule Action "Add to Watchlist"

Rule Name	Туре	Rule Description	Value	Rule Actions
P&I Payments Delinquent	LOAN	Delinquent P&I Payments. Variable value: specify the minimum number of delinquent payments that should trigger designated actions. Logic: compare loan master number	2	Display Alert Add to Watchlist
Taxes Delinquent	ТАХ	Taxes past due. Variable value: specify the number of days past the tax due date that should trigger designated actions. Logic: find the number of days between System Process	60	Display Alert Add to Watchlist
Insurance Policy Renewal Past Due (Non- Monitoring)	INSURANCE	Insurance renewal is past due. Variable value: specifiy the number of days past the insurance expiration date the designated actions should occur. Logic: Find the number of days	60	Display Alert Add to Watchlist

New Akt Buttow Ru Sek fourd Baster Rule Set Bester Rule Rule Rule Set Bester Rule Rule Rule Rule Set Bester Rule Rule Rule Rule Rule Rule Rule Rule		Duted	Set Meintenenen		Assig	nment	lcome, Jan
watcher Rule Sets Setect rules to copy Type Rule Name Type Rule Rule Name Type Rule Rule Sets State Set Assignment Assign Data Set to Rule Set: Joan's CREFC Rules Rule Set Usage Rule Set Usage	ew Alert Buttons Run Selected Rule Set	Rules	Set Maintenance			7	Rule Set Maint
Borrower/Guarantor Bankruptcy LOAH Borrower/Guarantor Borrower/Guarantor <					Save	Assignment	Delete
Indextmanded and many, DBVP RANCE Insuffix and many, DBVP Revearabled reaction 216, and the lesser of 10% an	I Correct Loss Payee Clause INSURANCE oiler/Machinery Cov Required INSURANCE		Borrower/owner or guarantor in bankruptcy. Variable value: none. Logic: select loan PMASTR3 records where bankruptcy status CMINBNKTCY is Y. Take the	Display Alert			-
Data Set Description Rule Set Usage Run All Actions All Loans ANYWHERE YES usiness Incl.OR Monthly % Lim INSURANCE	oller/Machinery Min Cov Amt INSURANCE	Casualty or Condemnation LOAN		Display Alert	Active Watch	List [! 💌 Mediur	v © X
All Loans ANYWHERE YES S	Assign Data Set to Rule Set: Joan's CREFC	CRules			New		
Add to Watchist	Data Set Description		Rule Set Usage	Run All Actions			
Add to Watchlist	All Loans		ANYWHERE	YES			0
usiness income/Loss Rents Req INSURANCE Select floating rate loan PMASTR.CMCOT not 'F' lareer	usiness Inc/LOR Monthly % Lim INSURANCE usiness Income/Loss Rents Req INSURANCE		of NOI as of U/W. Variable value: specify the DSCR percentage that should trigger specified actions. Logic:	Add to Watchlist	-	-	

Data Sets for Watchlist

- They can be created by
 - All Loans
 - By Investor

		New Data Set	
Selec	ted Data Set		х
	Data Set ID:	New	
	Data Set Description:		
	Include All For Entity:		
		Investor T	
	In Use:		
		OK Cancel Delete	



Nato	chlist Sea	arch So	creen						
15			Search Options 🔻					Welcome,	John Doe Watch List
an Search Results									
an Search Results	Associated Name	Monthly Payment	Current Principal Balance	Loan Name	Active Status	Name ID		MCA #	Credit
an Search Results	Associated Name ABC Jersery Management Corporation	Monthly Payment 7,000.00		Loan Name	Active Status Y	Name ID	90	MCA # 0	Credit
an Search Results Loan Number 150035525			2,288,425.31	Loan Name		Name ID	90 90		Credit
an Search Results Loan Number 150035525 150035530	ABC Jersery Management Corporation	7,000.00	2,288,425.31	Loan Name	Y	Name ID		0	Credit

15				Search Opti	ons 🔻			
<u>h Results</u> » <u>Loan Number: 1</u>	50035525		Watchlist Su	mmary Inform	ation			
an Number 150035525 atchlist Comments	Investor Loan Number	35525760760 Ext	ernal Watchlist 📃	Internal Watchlist 🗾	Next Watchlist Action Plan Due Date	Watchlist Action Plan Required Y/N	No	Special Servicing

History of Internal Watchlist or CRFEC Watchlist

• The action in the Rules will add the loan and reason to this section and will remove it by putting a removal date. Click on the Watchlist item you want to see.

		💿 All Items 💿 Active 💿 Inactive			
Date Added to Watchlist	External Watchlist	Reason on Internal Watchlist	Date Removed	Days on Watchlist	
/03/2014	INTERNAL WATCHLIST	[Credit] [1A] Delinquent P&I Payment		2002	4.4
				(************************************	
				New Internal E	intry

15			Search Options 🔻	
<u>ch Results</u> » <u>Loan Numb</u>	er: 150035525 » Watchlist Deta	ail Information		
			Watchlist Detail Information	
n Number 1500355	25	Selected Proper	ty Morton Estates Type INTERNAL WATCHLIST	•
fication Date 3/3/2014	•	Date Removed	Enter Date 🝷	
Manual Override	Туре	Code	Guideline	
			Guideline	
	Credit	1A	Delinquent P&I Payment	^
				^
	Credit	1A	Delinquent P&I Payment	
	Credit Credit	1A 1B	Delinquent P&I Payment Delinquent Taxes	
	Credit Credit Informational	1A 1B 1C	Delinquent P&I Payment Delinquent Taxes Delinquent or Forced Placed Insurance	
	Credit Credit Informational Credit	1A 1B 1C 1D	Delinquent P&I Payment Delinquent Taxes Delinquent or Forced Placed Insurance Outstanding Servicing Advances (Taxes, Insurance, PPA, Other) (L38 and/or L39)	
	Credit Credit Informational Credit Credit	1A 1B 1C 1D 1E	Delinquent P&I Payment Delinquent Taxes Delinquent or Forced Placed Insurance Outstanding Servicing Advances (Taxes, Insurance, PPA, Other) (L38 and/or L39) Fixed Rate Loan DSCR (refer to implementation guidelines on how to apply)	
	Credit Credit Informational Credit Credit Informational	1A 1B 1C 1D 1E 1F	Delinquent P&I Payment Delinquent Taxes Delinquent or Forced Placed Insurance Outstanding Servicing Advances (Taxes, Insurance, PPA, Other) (L38 and/or L39) Fixed Rate Loan DSCR (refer to implementation guidelines on how to apply) Fixed Rate Loan DSCR (refer to implementation guidelines on how to apply) Floating Rate Loan DSCR (refer to implementation guidelines on how to apply) Defaulted or Matured Senior Lien and/or Mechanics Lien in Excess of 5% of UPB or Defaulted,	
	Credit Credit Informational Credit Credit Informational Credit	1A 1B 1C 1D 1E 1F 1G	Delinquent P&I Payment Delinquent Taxes Delinquent or Forced Placed Insurance Outstanding Servicing Advances (Taxes, Insurance, PPA, Other) (L38 and/or L39) Fixed Rate Loan DSCR (refer to implementation guidelines on how to apply) Fixed Rate Loan DSCR (refer to implementation guidelines on how to apply) Floating Rate Loan DSCR (refer to implementation guidelines on how to apply)	

Watchlist Detail Information

Manually remove item by checking the Manual Override and entering the Date Removed Watchlist Detail Information

an Nu	mber 150035525		Selected Proper	ty Morton Estates Type INTERNAL WATCHLIST	
tificat	ion Date 3/3/2014	*	Date Removed	8/26/2019	
		_			
	Manual Override	Туре	Code	Guideline	
~		Credit	1A	Delinquent P&I Payment	
		Credit	1B	Delinquent Taxes	
		Informational	1C	Delinquent or Forced Placed Insurance	
		Credit	1D	Outstanding Servicing Advances (Taxes, Insurance, PPA, Other) (L38 and/or L39)	
		Credit	1E	Fixed Rate Loan DSCR (refer to implementation guidelines on how to apply)	
		Informational	1F	Fixed Rate Loan DSCR (refer to implementation guidelines on how to apply)	
		Credit	1G	Floating Rate Loan DSCR (refer to implementation guidelines on how to apply)	
		Credit	1H	Defaulted or Matured Senior Lien and/or Mechanics Lien in Excess of 5% of UPB or Defaulted, Matured, or Discovery of Previously Undisclosed, Subordinate Lien Including Mezzanine Debt	
		Informational	1I	Failure to Submit Financial Statements	
		Informational	2A	Required Repair, Remediation or O&M Plan Deficiency but not Completed by Due Date	

How to Manually Add a Loan to the Watchlist

• Click on "New Internal Entry" button

		All Items (a) Active (b) Inactive		
Date Added to Watchlist	External Watchlist	Reason on Internal Watchlist	Date Removed	Days on Watchlist
3/03/2014	INTERNAL WATCHLIST	[Credit] [1A] Delinquent P&I Payment		2002

• Enter the Notification Date, Select the Property, the type should be 'Internal Watchlist' and mark both check boxes on the reason.

oan Numt	ber 150035525			Selected Property	Morton Estates	*	Туре	INTERNAL WATCHLIST	*
lotificatior	n Date 8/26/2019		*	Date Removed	Enter Date	*			
	1.1 °								
	Monuel Override	Туре		Code G	uideline				
	Manual Override	Type Credit	•		uideline elinquent P&I Payment				

Run Your Watchlist Report



Investor Reporting Package Select Reports Settings Comparative Financial Status Day-End On-Demand Remittance Servicer Format 1 Include Usability Fields Remittance Servicer Format 2 Exclude Usability Fields Remittance Servicer Format 3 By Determination Date Remittance Servicer Format 4 By Investor Investor List Remittance Servicer Format 5 Investor Remittance Servicer Format 6 Determination Date Auto Detect Remittance Format Beginning of Determination Month Financial Historical Loan Modification End of Determination Month Delinguent Loan Status Prior Determination Date +1 Day Loan Level Reserve LOC Loan Periodic Update Property Special Servicer Loan Servicer Watchlist Select All Deselect All 🗘 🏦 Create Spreadsheet Create and Send CSV Without Adjustment Upload Report With Adjustment *Disclaimer

History of External Watchlist

• If your Investor tells you what loans are on their Watchlist you can use the Mapping Tool to import the list quickly

History of External Watchlist (Expand +/-)				
		💿 All Items 🍥 Active 💿 Inactive			
Date of Notification	External Watchlist	Reason on External Watchlist	Date Removed	Days on Watchlist	
10/22/2018	FANNIE MAE WATCHLIST	[Credit] [1A] Delinquent P&I Payment		308	-

History of Watchlist Action Plans

• If you are required to do an Action Plan

ion Plan Required?	Period Start Date	Action Plan Due Date	Status	Submitted for Approval	Submitted By	Date Approved	Approved By	Date Report Sent
	10/22/2018	10/22/2018	CREATE ACTION PLAN					*
								New Action Plan
6								
Action Plan								
Action Plan								
Collateral Descript	tion							
Collateral Descript Property Descript Block numbered I		ory dwelling of frame constructic old States Plat one of fifty Lot s oject.	on built approximately 21 year ize: State the lot size in acres	r ago. The subject is situated on a s or square feet Owner of Record: ·	slab foundation. Address: 10 Lite the owner or record as i	500 South Dakota Avenue New reported on Deed History of Ow	York, New York 00023 Legal D nership: Spell out the history f	escription: Lot numbered Twelve (12) rom current owner; last purchase date
Collateral Descript Property Descript Block numbered I	ion: The subject is a one sto Fourteen (14) Subdivision: C	ory dwelling of frame constructic old States Plat one of fifty Lot s oject.	on built approximately 21 year lize: State the lot size in acres	r ago. The subject is situated on a s or square feet Owner of Record: ·	slab foundation. Address: 10 Cite the owner or record as i	500 South Dakota Avenue New reported on Deed History of Ow	York, New York 00023 Legal D. nership: Spell out the history f	escription: Lot numbered Twelve (12) rom current owner; last purchase date
Collateral Descript Property Descript Block numbered I	ion: The subject is a one st Fourteen (14) Subdivision: C arketing or listing of the sul	ory dwelling of frame constructic old States Plat one of fifty Lot s bject.	on built approximately 21 year ize: State the lot size in acres	r ago. The subject is situated on a s or square feet Owner of Record: :	slab foundation. Address: 11 Site the owner or record as i	500 South Dakota Avenue New ' reported on Deed History of Ow	York, New York 00023 Legal D nership: Spell out the history f	escription: Lot numbered Twelve (12) rom current owner; last purchase date
Collateral Descript Property Descript Block numbered and any known m	ion: The subject is a one st Fourteen (14) Subdivision: C arketing or listing of the sul	bry dwelling of frame constructic old States Plat one of fifty Lot s bject.	on built approximately 21 year ize: State the lot size in acres	r ago. The subject is situated on a s or square feet Owner of Record:	slab foundation. Address: 11 Lite the owner or record as i	500 South Dakota Avenue New ' reported on Deed History of Ow	York, New York 00023 Legal D nership: Spell out the history f	escription: Lot numbered Twelve (12) rom current owner; last purchase date
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Watchlist Details

- Where to find the Data
 - PWATCHLOAD- List loans when they were added and removed from the Watchlist. This also shows if the system or a user added the Watchlist item
 - PWATCHRSN- List the reason on Watchlist

