

take the pain out of loan tracking with a digital LOS

It's no surprise that increasing operational efficiency remains a top strategic priority this year for both banks and credit unions – forcing a renewed focus on the employee experience. As lending departments struggle with outdated processes, disjointed systems, and manual data entry, this essential function should be a key area of focus where productivity and employee satisfaction can be improved.

Maintaining accurate and up-to-date records for a large volume of loans can be complex. If you think about how much tracking goes into monitoring the entire process of creating and approving loans, it can be overwhelming.

your digital loan origination system (LOS) tracking checklist

Here are some key areas to consider:

CRM Tracking

- ✓ Potential loans / loan requests
- ✓ Follow-ups on those requests
- ✓ Notes about your contacts and interactions

Loan Origination Tracking

- ✓ Loan request tracking
- ✓ Online loan origination tracking



Pipeline Tracking

- ✓ Which loan types are in the pipeline
- ✓ Loan status of each

Funding Tracking

- ✓ Loans scheduled to book this month
- ✓ Loans scheduled to book next month
- ✓ Future forecasting

Sales Goal Tracking

- ✓ Sales budget vs. actual

Renewal Tracking

- ✓ Loans up for renewal
- ✓ Begin renewal process from the same system

Exception Tracking

- ✓ Loan policy exception tracking

Covenant Tracking

- ✓ Tracking, calculating, and measuring covenants
 - In / out of compliance
 - Past due covenants

Document Collection

- ✓ Secure, online borrower-facing portal
- ✓ Tax return reader transfers data to spreads

Document Tracking

- ✓ Track communications
- ✓ Upfront documents needed
- ✓ Missing documents
- ✓ Recurring documents
- ✓ Past due recurring documents

Collateral Tracking

- ✓ Rent rolls
 - Import tenant information
 - Transfer data directly to collateral spreading
- ✓ Equipment
 - UCC follow-up reminders



Increasing operational efficiency remains a top strategic priority for both banks and credit unions.

Mobile Tracking

- ✓ Lender-facing mobile app
 - Upload photos from site visits
 - Lead entry for new loan requests
 - Loan approvals
 - To-do list

If your current LOS limits your ability to track efficiently or forces you to rely on manual steps for some of the key areas above, a solution like LoanVantage™ can help. With the right features and functionalities at your fingertips, you can gain enhanced efficiencies, improved accountholder satisfaction, and long-term success.



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discover the possibilities

To learn more about how we can help you track loans more efficiently, [contact us](#) today.

For more information about Jack Henry, visit jackhenry.com.