



Baby boomers are beginning to retire and look for stable income streams. Lenders are looking for ways to grow non-spread revenues to meet the needs of their clients. And traditional revenue markets are decreasing. All these trends reveal that the reverse mortgage industry is primed for exponential growth. Reverse mortgages, also known as Home Equity Conversion Mortgages (HECMs), just might be the answer to your organization's search for new revenue sources.

The most popular HECM is the United States Department of Housing and Urban Development's (HUD's). Illustrating the growing popularity, in 2006, the Federal Housing Administration insured over 76,000 Home Equity Conversion Mortgages—compared to 43,000 in 2005.\* With more than 19 million senior homeowners, those numbers are only likely to increase.

If your financial institution is considering implementing a reverse mortgage program, here are some questions to consider:

- In the increasingly complex and demanding regulatory environment, does your staff have the time to properly implement a reverse mortgage program?
- Do they have specialized knowledge, skills, and tools necessary to navigate the regulatory requirements and complex calculations involved in a reverse mortgage program?

At Wolters Kluwer Financial Services, our highly trained Reverse Mortgage Services consultants have the answers to these questions. Using their expertise, skills, and tools, our experts will help your institution obtain the required licensure and train your staff on the unique characteristics of reverse mortgage lending.

### Customized Services for your Financial Institution

Through our suite of Reverse Mortgage Services, we can help you start your own customized lending program tailored to your business needs.

#### HUD Licensure Support

To originate and service reverse loans, your financial institution will need to obtain lender approval. Our team of experts will guide you

through the Lender Application Package and provide a checklist detailing the necessary requirements for maintaining approval. We'll make sure you take all the necessary steps to attain the required license prior to submission and understand the entire process, saving you valuable research time and helping you get approved quickly in order to capitalize on the current opportunities. You don't have to navigate the complex and difficult reverse mortgage licensing process alone; let our experienced professionals guide you to a successful reverse mortgage lending program.

#### Reverse Mortgage Training

Our consultants will provide comprehensive training to assist your staff in understanding the basics of reverse mortgage lending. They will ensure a successful launch with comprehensive onsite or remote training to assist staff in understanding reverse mortgage lending. Our expert instructors deliver extensive training with the benefits of peer interaction and one-on-one attentions. All without taking time away from the office.

#### Document Package Selection Service

As the leading compliance solution provider, we can supply your team with a "Best Practice Loan Package," including industry standard federal and state-specific loan documentation commonly used to support reverse mortgage lending.

\*Source: Reverse Mortgage Lender's Association

## Mortgage Documents

You can now minimize risk with our warranted and compliant origination and closing packages. We provide standard mortgage documents to support reverse mortgages in print and electronically using our VMP® e-forms, which can be integrated within your loan origination system (LOS), or completed through our Doc Prep solution. These customizable loan packages are a compilation of industry standard loan documentation commonly used across multiple lending jurisdictions, ensuring loan files are compliant with federal and state regulations. Additionally, our secure online document delivery and messaging solution, SDX Secure Document Exchange, safely and efficiently delivers reverse mortgage packages electronically and saves up to 65 percent of the cost of traditional overnight shipping.

## Strategic Level Compliance Assessment

Our experienced compliance team can help improve your compliance management program. They will assess your mortgage portfolio and your overall compliance program, including lending processes. So you'll reduce your risk and improve compliance management even before implementing a new reverse mortgage program.

## System Integration Consulting

Our consultants can assist you in developing system requirements and functional specification documents for integrations to reverse mortgage lending applications. We also provide the tools, processes, and expertise needed to expedite the integration work between your systems and reverse mortgage lending applications.

## Post Integration Assistance

Once your program is up and running, our highly trained staff will make sure you get started on the right track. They will help you review document implementation into your loan origination system. You'll receive assistance in designing and implementing your required reverse mortgage quality control plan. Our experts will prepare you for regulatory examinations and mortgagee reviews. They will also ensure that you improve your lending workflow to streamline processes so as to improve efficiencies and reduce risks.

There couldn't be a better time than to add a reverse mortgage program to your institution. Wolters Kluwer Financial Services has the experienced consultants and industry-leading documents to help you achieve your goals. To learn more about this and the other Compliance Management Services we offer, please visit [www.WoltersKluwerFS.com/CMS](http://www.WoltersKluwerFS.com/CMS) or call 1.800.552.9410.

Wolters Kluwer Financial Services' Reverse Mortgage Services are just a part of our overall service offering. We also provide a comprehensive line of professional and consulting services to meet your daily compliance and operational risk needs. Our consultants have extensive industry experience working as regulators, compliance officers, operational managers, and financial institution executives. So no matter the size of your financial institution or the complexity of your needs, we can confidently deliver a complete compliance solution—enabling you to successfully achieve your business goals.



## About Wolters Kluwer Financial Services

Wolters Kluwer Financial Services is a leading provider of content, compliance, technology, and services for banking, securities, and insurance. We bring together some of the industry's most trusted and reliable solutions to help you address compliance requirements, reduce risk, and operate more efficiently. Our leading brand families include Bankers Systems, Expere®, PCi, and VMP® Mortgage Solutions.

To learn more, please visit [www.WoltersKluwerFS.com](http://www.WoltersKluwerFS.com) or call 1.800.552.9410.

