

Loan Vision User Conference Agenda

Sunday, September 24th

Time	Confluence AB	Foyer	Foyer
2:00 - 4:00	<i>Break</i>		
4:00 - 5:30	What's on the Minds of Mortgage Executives Roundtable Carl Wooloff, Dustin Pfluger, Jim Deitch, and Others	Registration Open	LV Lab Open Sponsored by Loan Level
5:30 - 6:00	<i>Break</i>		
6:00 - 7:00	Opening Reception Sponsored by CWDL		

Loan Vision User Conference Agenda

Monday, September 25th

	Loan Specific Accounting	General Accounting	Executive Track	Loan Vision Lab	
Time	Confluence AB	Confluence C	Platte River Room	Foyer	
8:15 - 9:15	Breakfast				
9:15 - 10:00	Keynote Speaker				
10:00 - 10:15	Break - Sponsored By Spiegel				
10:15 - 11:15	<p><u>Loan Imports/Post Imports</u> Shannon Long</p>	<p><u>AP/Payments</u> Dayna Swartz</p>	<p><u>Automating Loan Vision</u> Susan Volpe</p>	<p>LV Lab Open Sponsored by Loan Level</p>	
	<p>Join Consultant Shannon Long as she demonstrates how to update the loan import schema and how you can troubleshoot some common errors that you see when importing into the loan journal. Shannon will also be reviewing how you can save time with the various uses of the post import schema, including how to create a custom calculated field such as branch revenue.</p>	<p>Need to manage AP? Join Consultant Dayna Swartz and review the best options to use when voiding or reversing payments to make corrections. Manage AP by running the AP Aging report or Open Vendor Entries. Understand how to apply and un-apply to keep AP clean. Not sure what's applied at vendor level? No problem! Learn how to utilize the Disbursement Data Export report to see what is applied to each other, prevent 1099 discrepancies as they arise, and review the 1099 fields on the vendor card that need populated before you record to the vendor.</p>	<p>Are you spending time manually performing tasks in Loan Vision that could be easily automated to save time and resources? Hear from CWDL's Susan Volpe, Partner of Mortgage Accounting Services, and Lisa Cook, Team Manager, on automation opportunities in Loan Vision you might be overlooking, including common tasks performed manually that can be automated, most frequently missed Loan Vision automations, automation of expense reports, and how to save payroll spend through automation</p>		
11:15 - 12:30	<p><u>Conditions, Switches, and Functions</u> Justin DeAngelis</p>	<p><u>Cash Management</u> Dayna Swartz</p>	<p><u>Five Elements for a Profitable, Sustainable Business Model</u> Jim Deitch</p>		
	<p>Join Support Manager Justin DeAngelis as he shows you how to leverage Loan Vision's ability to condition data on import or processing. Justin will cover using logic to do the hard work so you don't have to before you bring data into the system, saving time, and reducing entry and processing errors.</p>	<p>Interested in saving time on bank reconciliations? Choose to automate bank statements. Join Dayna Swartz with an introduction to bank connectivity for bank statement uploads to cut down on the manual process of creating bank reconciliations. Still prefer Bank Reconciliations? Review tips and tricks for bank reconciliations. Looking to prevent check fraud, save time and money? Consider Positive Pay exporting or ACH/NACHA file process. Walk through these processes with Dayna to understand how they work.</p>	<p>Join Jim Deitch, CEO of Teraverde, and learn the five key elements of building a sustainable business model that is profitable in all market conditions. As a successful financial executive, you can play a pivotal role with your company's leadership and executive team. Walk through the five elements and learn how to structure a profitable mortgage banking business model that works for your company.</p>		
12:30 - 1:30	Lunch - Sponsored By Richey May				
1:30 - 2:30	<p><u>Loan Processing</u> Shannon Long</p>	<p><u>Reading and Fixing Common Errors</u> Justin DeAngelis</p>	<p><u>FHFA Proposed Regulatory Changes - Financial Requirements</u> Paul Chiarelli</p>		
	<p>Join Consultant Shannon Long as she looks at the loan processing schema and how you can map loan fields to G/L accounts. Shannon will review using switches, how to code a line to a specific dimension, as well as how to set up constant values such as branch revenue. She will also be looking at how to preview and edit the document before posting.</p>	<p>Join Support Manager Justin DeAngelis as he covers Replacing the Red X. Justin will show you how to easily interpret what a specific error or warning is, how to resolve the error, and ultimately, how to prevent it in the first place.</p>	<p>Join Paul Chiarelli, Audit and Accounting Partner at Acquavella, Chiarelli, Shuster, LLC, to discuss the upcoming changes to the GNMA and FHFA financial requirements that are changing. These changes go into effect beginning September 30, 2023, with some of the changes being postponed until December 31, 2023 and December 31, 2024. Such changes include net worth requirements, new liquidity requirements, capital ratios, and risk-based capital ratios. We will also discuss how to prepare and monitor these requirements.</p>		
2:30 - 2:45	Break - Sponsored By Spiegel				
2:45 - 3:45	<p><u>Loan Level Reporting</u> Tracey Jeffreys</p>	<p><u>Fixed Assets</u> Dayna Swartz</p>	<p><u>Data Drive Decisions: Factors for Improved Profitability</u> Michael McFadden</p>		
	<p>Do you want to learn how much each of your loans is costing you vs. your revenues on the same loan? Loan Vision can give you granular detail of all loan expenses/revenues and produce a report by loan, by branch, or by product based on when the loan was funded or sold. Please join Senior Consultant Tracey Jeffreys as she shows you how to construct the basic report, some options for allocating overhead expenses, and formatting/reporting options.</p>	<p>Please join Consultant Dayna Swartz as she discusses fixed assets setup, posting groups, depreciation books, and fixed assets journals. Dayna will review recording acquisition cost and depreciation journal entries for assets.</p>	<p>Join Michael McFadden, OptiFunder's CEO, to discuss factors to improve profitability. There are so many dynamic variables in our business decisions; complex decisions rely on complete, up-to-date data—and decisions can no longer be static, but evolving as factors change. In this discussion, you'll address the benefits and challenges of marrying and managing internal and external data streams on a continuous basis and the impacts to profitability and efficiency.</p>		
3:45 - 4:00	Drink Break				
4:00 - 5:00	<p><u>Loan Level Reconciliation</u> Gina Johnson</p>	<p><u>File Import Schema & Flexible Import Schema</u> Shannon Long</p>	<p><u>Planning to Win: Breakeven or Breakdown?</u> Rosie Marlier</p>		
	<p>Join Senior Consultant Gina Johnson as she presents time saving ways to reconcile at a loan level. Gina will show you how to use the loan level reports in the system to properly research and reconcile your loan level balance sheet accounts. Gina will present the best uses for G/L Account Rec. By Loan No., G/L Entries by Loan No., G/L and Loan No. Reconciliation, and Loan File Reconciliation.</p>	<p>Join Consultant Shannon Long as she walks through using the standard file import schema and the flexible import schema. Shannon will walk through examples of both imports and explain when it is best to use file VS flexible import schema. She will also be covering how you can use conditions/switches with the flexible import schema, and how to assign dimensions for both file and flexible.</p>	<p>Join Rosie Marlier, Audit Senior Manager, for this informative session on why breakeven forecasting is more critical now than ever. Learn how to use breakeven analysis to effectively plan and allocate resources, make strategic decisions about where to focus precious time and spend, react quickly to market trends, and propel your business into profitability.</p>		

Loan Vision User Conference Agenda

Tuesday, September 26th

	Loan Specific Accounting	General Accounting	Executive Track	Loan Vision Lab
Time	Confluence AB	Confluence C	Platte River Room	Foyer
8:15 - 9:15	Breakfast			
9:15 - 10:15	Townhall Panel <u>Justin DeAngelis, Ben Saunders, Tracey Jeffreys, and Gina Johnson</u>		Hedging and Its Effects on Accounting Jeff McCarty	
	<p>Ever wanted 60 minutes of uninterrupted time to ask your Loan Vision questions to the experts? Well now's your chance! Please join Support Manager Justin DeAngelis, Deployment Director Ben Saunders, Senior Consultant Gina Johnson, and Senior Consultant Tracey Jeffreys in this general session where you're able to bring your questions so our team can provide the answers!</p>		<p>Join Jeff McCarty, Senior Product Manager at Optimal Blue, and other industry experts to discuss the implications and best practices of a Hedging program on your accounting process. Topics will include: margin preservation, managing monthly volatility of cash flows, performance measurement and governance of your secondary marketing team, and more!</p>	
10:15 - 10:30	Break - Sponsored By CohnReznick			
10:30 - 11:30	Dimension Change List <u>Gina Johnson</u>		Approvals <u>Jaime Johnston and Justin DeAngelis</u>	
	<p>Join Senior Consultant Gina Johnson as she presents the dimension change tool. Gina will cover how the dimension change tool can be used to correct or reclass an entry without the need for a journal entry, when there is a net zero effect to the general ledger. This tool is also a great way to change loan numbers or allocate an entry to a loan number if someone mistakenly forgot. Gina will explain the time saving advantages of the tool, and the importance of knowing when to use it and when to create a journal entry.</p>		<p>If you are currently using or are interested in setting up approvals in Loan Vision, then join Consultant Jaime Johnston as he reviews invoice and general journal approvals and shows how you can better control and optimize your approval process through Workflows. Jaime, with the help of Support Manager Justin DeAngelis, will dive into how you can configure your approval process in Workflows using filtering. Jaime will also cover the different approval types and methods available, such as Direct Approvers vs. Approval Chain, that may best fit your structure.</p>	
11:30 - 12:30	Commissions <u>Ben Saunders</u>		Financial Reporting <u>Tracey Jeffreys</u>	
	<p>Are you using Loan Vision's commissions module to calculate your commissions? If you are, this session will focus on some of Loan Vision's flexible features to assist you with streamlining your commissions process and adapting to any new evolving commissions structures. If you're not using Loan Vision's commissions module, you're missing out on an opportunity to save money. To quote a Loan Vision customer who recently starting using Loan Vision's commissions module, "I like it so much better than our old dedicated commissions system." Whether you are manually calculating commissions in Excel or using an alternative solution for calculating commissions, you should consider giving Loan Vision's commissions module a look. Join Ben Saunders, Director of Deployment, as he to digs into our extremely robust commissions module and provides some great timesaving strategies.</p>		<p>Please join Senior Consultant Tracey Jeffreys as she reviews how the new V2 reporting works, how to set up some basic financials, and how to make changes to your financials for new accounts or changing categories. She will also show how to add some metrics to your financials – funding data, sale data, formulas, percentages, and ratios.</p>	
			Are You Ready For Year-End Audit Season? How About Those Tough Conversations With Your Financial Institutions? Kelly Klocke	
			<p>Please join President of Accu-Keep's Kellene Klocke, along with a panel of auditors - Henry Chavez, Paul Chiarelli, and Jennifer Hannah - as they facilitate a discussion and advise on the steps you can take now to ensure a successful and timely audit, and timely filing of year end documents including 1098's, 1099's. They will also discuss what conversations you should be having now with your auditors, warehouse lenders and other financial institutions to prepare them, especially if you are in violation of your covenants.</p>	
12:30 - 1:30	Lunch - Sponsored By insightsoftware			
1:30 - 2:30	Interim Servicing <u>Tracey Jeffreys</u>		Getting the Most Out of Your Reporting <u>Jaime Johnston</u>	
	<p>Are you leaving money on the table because your first payment process is lacking? Join Senior Consultant Tracey Jeffreys and see how simple this process can be when the Loan Vision module is utilized. Tracey will discuss import fields, mapping data, modified and repurchased loans, how to use the module, and how to make changes to invoices.</p>		<p>Please join Consultant Jaime Johnston as he shows how you may improve the utility and efficiency of your reporting. In this session, Jaime will show how to save time using the Report Generator Batch to simultaneously pull multiple reports into one Excel Workbook, as well as demonstrating how you can utilize Excel to edit your reports. Jaime will also show how you can integrate formulas into the new V2 reporting to enhance your reports with performance calculations and metrics!</p>	
2:30 - 2:45	Break - Sponsored By CohnReznick			
2:45 - 3:45	Branch Portal <u>Jaime Johnston</u>		Close Manager <u>Justin DeAngelis</u>	
	<p>If you would like to see how the new financial reports in Loan Vision affect the branch portal, then join Consultant Jaime Johnston as he goes over the new enhancements and reporting features of our web-based portal. In this session, Jaime will cover the new Branch User and Admin (V2) roles and how they differ from the previous version. He will also review how the new Financial Reports by Period and Dimension (V2) can be configured in the branch portal, as well as the new and simplified steps branch admins can take to configure and display their dashboard and tile metrics to users.</p>		<p>Please join Support Manager Justin DeAngelis as he creates month end tasks, assigns employees and time frame to tasks, and tracks month end tasks completion. Justin will review how to manage your monthly quick close in Loan Vision beginning by setting up categories and tasks for each category and walking through managing assignments of each month end task. Justin will also review how to upload supporting documents to each task, such as posted bank reconciliations and will also go through approving and archiving each task.</p>	
			Ask The Experts: Panel on Outsource Accounting Jim Deitch, Jennifer Hannah, Kim Dittmer, Susan Volpe, Kelly Klocke, and Loan Level	
			<p>Ever wanted to ask a dream team of mortgage industry experts whatever was on your mind? Well now's your chance! Join us for an hour with some of the smartest minds in the mortgage industry to ask whatever you'd like!</p>	
3:45 - 4:00	Drink Break			
4:00 - 5:00	Whiteboard + Closing			
5:00 - 7:00	Break			
7:00 - 10:00	Network Event at Tamayo Sponsored by Teraverde			

LV Lab Open
Sponsored by Loan Level