



Secondary Optimization

Maximizing Profitability Workshop

Maximizing revenue through Secondary execution and effective pipeline management are just a couple of the critical tasks a mortgage banker is faced with, daily. This can be particularly challenging as the secondary market changes rapidly. Between market fluctuations, market speculation, rate changes, investor appetite, technology challenges, competition, risk, hedging, execution strategies, and servicing – fractions of a point can be the difference between negative earnings, par, or substantive profits. Success in Secondary, in today's mortgage markets, isn't just important, it's vital.

Maximize Secondary Profits Via Our Secondary Workshop

Secondary, one of the most comprehensive and sophisticated groups within the walls of a mortgage lender. Generally, these teams speak their own language and have their own approach toward managing competitive rates, risk, and profits. BlackFin Groups Secondary Workshop generally helps your team discover ½ M - 1M in new annual revenues.



Base Offering: 1 Day

Objectives/Takeaways

- Strategies/frameworks that drive profitability
- Profitability Assessment Worksheet
- Checklists for conducting routine self-audits
- Best practices/recommendations (procedures policies, reports, workflow, leakage, contracts)

Who Will Benefit

- Bank Executives
- Mortgage Executives
- EVP Secondary/Capital Markets
- Secondary Team Members

Contact Us Now to Schedule Your BlackFin Group Workshop

Call: (949) 326-5675 | **Email:** info@blackfin-group.com | **Web Site:** www.BlackFin-Group.com