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SECONDARY 1

▶ MANAGING CHANGE 1

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CONTINUATION 2

Peak Performance *Resources, Inc.*

LET US HELP YOU REACH YOUR FULL
POTENTIAL.

Secondary System Check-up

Is your system working for you?

Several years ago you bought the technology package that was going to change your business forever. You expected to reduce costs and fixed expenses and improve your delivery times. Now, a few years later, you find you have not realized the benefits you expected. You are still using Excel spreadsheets to track your pipeline and have multiple persons checking and rechecking the same facts and figures. Sound familiar? This may be a simple case of not getting the most for what you already have

In today's competitive market, it is important that your secondary department maximize the profits of each loan sale. With a good risk management system in place you can benefit in the following ways:

- Implement a best execution model which includes all components of the loan sale

- Automate pricing to create efficiencies and reduce costly errors.
- Automatic update of loan pricing as loan characteristics change.
- Produce bid tapes that are accurate and contain all pertinent information so your final funding price equals your bid.
- Reduce shipping labor and costs by automating transfer letters and other documentation.
- Transfer information automatically for loan pools to the agencies.
- Reduce the cost of express delivery on on paper loan files through document imaging and delivery.

If you are not certain you are getting the most out of your current system, contact Peak Performance Resources, Inc. and one of our consultants can assist you in reviewing the system you are currently using, recommending changes to your workflow, your process, your programming and/or your resources to improve your bottom line results.



How are you handling change?

Managing change is a leading concern in organizations today. Are your managers prepared for the role? Do they have the knowledge, understanding, and expertise to influence acceptance? Are they prepared to take advantage of change to build a better team and stronger company, one that can compete more effectively in the future? *7 Rules of Change Leadership*, is designed to give your leaders the tools they will need to navigate these times.



You can't plan for hurricanes and floods.....but you can plan for business continuation

Don't have a plan. Call PPR today.

Summer is here and Mother Nature is showing her true colors. Tornados, flooding, fires and for the coastal areas, the ever present threat of hurricanes, almost everyone has their own version of unexpected, unpredictable threat to every day operations in the form of a weather or natural disaster. Are you ready? Can your business continue to operate if a "storm" moves in? Do you have a Business Continuation Plan? Even if you have a plan, has it been tested, and does it reflect your current operating platform and procedures? It is not uncommon that we find organizations have a plan but it has not been reviewed for changes or updated in a number of years. Often we discover that since the plan was designed, offices have been consolidated or locations have changes. Systems become outdated and updates and those that would

once have served an organization well are no longer viable. In fact, unless your organization has remained static since the inception of your plan, it is most likely no longer the plan you need.

Review and updating your business continuation plan is just another service that Peak Performance Resources can offer you. Our trained professionals can conduct a full operational effectiveness review on your current plan and offer recommendations, updates and additions to make your plan more efficient. We can provide guidance on how and when the plan should be updated in the future or arrange to review it on a regular basis to insure its ongoing viability. Don't let a natural event turn in to a business disaster. Call us today.

PERFORMANCE IMPROVEMENT PROGRAMS:



We have a variety of programs to help you or your organization reach your full potential.

Assessments

- ⇒ Personality Assessments
- ⇒ Candidate Series
- ⇒ Development Series
- ⇒ Leadership Series
- ⇒ Leadership Assessments

Workshops

- ⇒ 7 Rules of Change Leadership
- ⇒ Coaching Approach to Management
- ⇒ Secondary 101

Strategic Planning

- ⇒ 3-Day Intensive
- ⇒ 1-Day Introduction

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