

Strategic Development Worldwide - Best Practices Series Consulting Services

The Lender and the AMC **Building a Successful Business Partnership**

Strategic Development Worldwide is pleased to announce consulting services that focus on building a successful relationship between the lender and their appraisal management company vendor in today's shifting market.

Overview

This SDW Best Practice consulting service is designed to help the Lender and their AMC partner best address today's collateral risk issues. While much of the market struggles with the legislative initiatives that are pending, the AMC and Lenders have a unique opportunity to partner together to rise to current concerns. Regardless of the legislative outcomes, it is clear that there is a strong demand for the distancing of the valuation process within lending. In the past, there have been half-hearted attempts at putting up this protective wall, but the daily operation falls to business as usual in many cases. Without external pressures coming to a head, much of what was initially good intentioned has fallen to the side.

With the current market environment, mortgage lenders cannot lose by seriously focusing attention on a strongly protected valuation process that works not only to protect the independence of the appraiser but also insure quality of the work being done once it has been received. Awareness of safety and soundness of the lending institution is at an all time high.

The relationship between the AMC and Lender has been tenuous in the past due to many factors. However, it is time for Lenders to address the risk issues and communicate both internally and externally what will be done. In turn, it is time for the AMC to step up to help their clients by supplying high quality products and services that are currently receiving heavy levels of scrutiny.

Operational Analysis Services

Strategic Development Worldwide Best Practice Consulting Services are designed to work with lenders and vendors to take a fresh look at operations and the business relationships to directly target the issues at hand that lender clients are facing. Lenders must *more clearly* communicate their needs to their vendor partners. While every vendor is proud to say that their operational processes are high quality, their products are the best, and their customer service is top notch, much of the operations and marketing efforts are still designed for the standard market issues. ***Today's market is not standard!***

Both the Lender and the Appraisal Management Services provider must step back from the operations of today and take a new look at how business has been done. It is easy to assume that the operational and quality processes currently in place will cover the new market issues. The approach to date has been to defend the processes at hand as valuation issues have always been a consideration. But as attention is focused on the lenders and collateral risk, everyone must be able to provide new focus and also be able to articulate that focus in a new and different way.

Through the SDW consulting services and contacts, communication continually keeps us in touch with both the service providers and Credit Risk and Valuation experts within the lending community. Concerns for collateral risk safety surpass any legislative requirements and react to the bigger picture of necessity to reinvent how they look at collateral valuation issues. The Lender who is able to design clear and concise business direction through RFPs and business requirements documentation will be able to get what is needed from vendor partners. The vendor who can truly partner with their client base to bring a fresh perspective will get attention. A new and more thorough approach combined with efficient operations and customer service must not only be promised, but also demonstrated and consistently delivered.

Strategic Development Worldwide will supply the most up to date information regarding market needs and expectations and how to best address them. An objective look at operations and Lender/Vendor relationships from the onset through well designed RFP's and on to documentation and ongoing communication will provide a focused and successful effort to strengthen collateral risk measurement in the most efficient ways possible. We can help you communicate your business needs through a well-designed and documented process.

Focus on the long-term business direction rather than the short term turmoil and design your business strategies for the future!

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