(#127) Dear Management:

August 20, 2019

Let's say I walk into a dance club to come meet you...  where would I find you?

Are you a wallflower lined up along the back?  Maybe a little "running man" along the edge of the dance floor?  Or are you a full blown "Napolean Dynamite" in the center of it all.

What if, instead of a dance club I was walking into a compliance meeting.

Would you be the one running from a new sub-prime product as if it was Freddy Kruger chasing you in a bad dream?

Or would you be the one pushing for "sub-prime for all!", and saying things like "risk-shmisk"?

Both of these are NOT great peeps...

Find that sweet balance that actually gets you to your goal.

In this example, sub-prime products are not bad products (for the right borrower)... it was the way it which they were used that de-railed everything, back in the day...

Always remember, there are A LOT of ways to get from point A to point B...  And more importantly, A LOT of ways to be CREATIVELY compliant.

So practice up on your best "running man"... and ride the edge people!

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