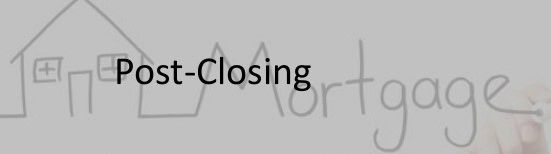
(Mr. Tenkey's Tips # 428) www.mrtenkey.com

October 30, 2020



Dear Management: Post-closing... is essentially the dishwasher of any mortgage company.  
  
Working away... day after day... cleaning the grime off all those loans, which pass through its hands.  
  
Making sure they are scrubbed, stip'd, shipped and sold CORRECTLY to the various secondary investors.  
  
YET so often, this department is quietly ignored.  
  
And that's sad, :( and needs to be changed.  
  
VALUE this department! and pay them well.  
  
Because if they don't get those loans off the warehouse line(s) in a timely and efficient manner...  
  
The next thing you'll be up against, is collateral calls, or even worse... the maxing of your warehouse lines.  
  
And YES, that can happen. Have you been checking the purchasing turn-times of your secondary investors lately?  
  
You should... or you just may be funding loans with YOUR OWN CASH shortly.  
  
Now I gotch your attention...