

Summit Bank Partner & Credit Union Commentary by Ron Galuska

Hello!

My name is Ron Galuska and I am Director of Marketing and Manager of the Summit Bank Partner & Credit Union Program. We have designed our bank program in part based on my experience in the banking, mortgage banking and real estate fields over the last thirty years. My resume includes owning my own full service mortgage company for 12 years, managing various production and correspondent mortgage operations and managing two different commercial bank mortgage operations. Through the years, not only have I been involved extensively in purchasing loans from banks and credit unions, I have managed mortgage operations in bank settings very similar to some of your current operations.

Over the years, I have seen virtually every type of bank mortgage operation scenario in various sized institutions. I have seen those that have been successful and those that did not reach their potential. As a result of each mortgage department being unique in staff size, expertise, responsibilities and marketing priorities, we realize there are differing motivations for each institution.

We have designed our model to make it easy for you to do business with us and at the same time, add value to your institution and thereby increase your bottom line. Having been in your position, I realize that sometimes it is hard to look at making a change in the way you do business. Working with a different investor, learning the way they do business and developing a trust for them can be time consuming and intimidating. Looking past this, and understanding that the goal of every business is to service its existing customer base, add new customers and increase profits, I know unequivocally the Summit Bank Partner Program will give you the tools necessary to achieve success in all three of these areas.

Realizing that 80% of all loan applications will be completed online in the next five years, we furnish you with your own branded website which affords your customers 24 hour access to the application and approval process. We fit our program to your needs, so if you would like to do more of a manual application process that's ok too.

Summit also offers you at no cost, complete online loan guidelines, underwriting guides, electronic loan finder, pricing engine and online loan locks. These tools allow you to check various products for your customers efficiently and in a short period of time. Technology is the wave of the future for younger borrowers, consequently, these tools will allow you to compete in the marketplace for these potential long term customers.

Whether you are a small, medium or large financial institution there are components to our model that will help you do business more efficiently with better results. Whether

you currently take an application and send it on to a broker for a fee, originate and process or originate, process and close our Bank Partner & Credit Union model will work for each scenario.

If you've been sending applications to a broker for completion, now all you have to do is complete the online application or a manual application and Summit will do the rest to complete the transaction. The best part is that you retain the entire origination fee and any over par yield spread when you lock the loan. With no extra work you can substantially increase your mortgage revenues.

If you are a medium to larger sized institution and are use to originating, processing and possibly closing your loans that works too. We allow you to close vanilla fixed rate loans yourself or we will do the closing docs in your name and you use your funds for the closing. You also have the benefit of Summit's relationship with numerous investors and our expertise in closing many different loan programs for many different investors. For unique programs and ARMs, Summit gives you access to these programs and then completes the closing docs in your name efficiently and accurately to assure a smooth closing.

I know it can be difficult to make a change in the way you do business, however, all we ask is that you sign up and give us a try. I guaranty once you have used our technology and services, you will recognize how you can increase both your profits and customer service. With our No Upfront Cost and Easy Application you have no risk to just give us a try. We can have you up and running within a day with your website functional within three weeks. I invite you to contact me directly if I can be of assistance or answer any questions that you may have. We would sincerely appreciate the opportunity to be of service and help you grow your mortgage business.

Ron Galuska
Director of Marketing
763-390-7224