

Titan Lenders Corp Offers Broker-to-Banker Webinar for Community Bank Mortgage Lenders

January 26, 2010 – Denver, CO – Mortgage fulfillment outsource services expert Titan Lenders Corp has launched an educational webinar series for community banks considering the advantages of transitioning from mortgage lending as a broker to mortgage banker. Two February webinars have been scheduled for February 2 and February 16, 2010 at 11:00 am EST. Community banks that want to participate in the Titan Lenders Corp webinar entitled “Transitioning from Broker to Banker” can register at www.titanlenderscorp.com/broker-to-banker-webinars.htm

Titan Lenders Corp is a U.S.-based domestic mortgage fulfillment outsource operation that offers a “parallel and variable cost alternative solution” to lenders’ maintaining back office and warehouse line management operations. Since its founding, TLC has advocated for the renewed role of community banks in the U.S. mortgage lending industry both in response to dwindling borrower options and due to constrained liquidity among independent mortgage bankers.

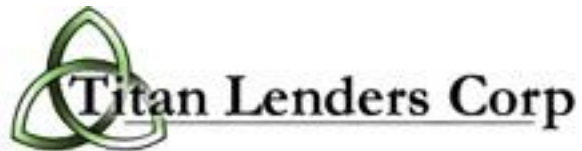
“Community banks are in the position to accelerate their own recovery by becoming more prolific mortgage bankers,” said Titan Lenders Corp president Mary Kladde. “Typical concerns about risk are minimized since everything being originated today is backed by FNMA, FHLMC or GNMA, which currently carries the full faith of the US Treasury for all practical purposes.”

“There truly has never been a more ideal time for community banks to improve their balance sheets and competitive position by becoming mortgage bankers,” said TLC director of business development for community banking, William Null. “Market share is available due to the decimation of the broker channel, which had more than 75% of the business, and the failure of more than 300 competing mortgage bankers.”

Historically, start-up costs were high, back room operations were daunting and complex, and gaining mortgage lending expertise was prohibitively time-consuming for community banks. Today, start-up costs are low and back office tasks can be outsourced to industry business process outsourcing (BPO) experts, allowing companies to focus on what makes them money while removing nearly all of their risk. Today an institution originating just \$10 million per month in new loans should be able to enjoy pre-tax profits of nearly \$100,000 per month with very little risk when done properly, Null added.

The Titan Lenders Corp “Transitioning from Broker to Banker” webinar will cover:

- What distinguishes mortgage brokers from mortgage bankers;
- Advantages for transitioning to a banker;



- Advantages for supervised institutions;
- Outsourced functions and responsibilities;
- Banker responsibilities; and
- Taking the necessary next steps.

For more information, contact Sales@TitanLendersCorp.com

About Titan Lenders Corp

Titan Lenders Corp is one of a specialized few providers of mortgage back office fulfillment services, a not-well-understood facet of mortgage lending that includes closing, funding, and post closing services. Community banks, credit unions, mortgage bankers and brokers use outsource providers strategically to minimize compliance risks in a time-sensitive error-averse environment. Fluctuations in mortgage lending volume also lead some lenders outsource their entire back office operation and secure predictable “per transaction” pricing rather than maintaining an inflexible static in house staff.

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