

TPG Approved Lenders stand out in an increasingly competitive marketplace

Lenders who earn The Prieston Group's exclusive TPG Approved Lender designation differentiate themselves. Not only do they stand out from the fray, but they also outperform peers, experience lower incidence rates of fraud and have the peace of mind that comes with TPG Mortgage Assurance Solutions™.

This powerful suite of services is proven to significantly reduce the rate of fraud. It provides training and education to prevent and detect fraud, as well as insurance and legal remedies that mitigate losses and go after the perpetrators directly.

SouthStar Funding

Atlanta-based SouthStar Funding provides top-notch service to customers. The nonprime wholesaler views customers as partners and ensures that both SouthStar and customers are protected from liability.

SouthStar relies on TPG to help it accomplish this.

Working with TPG, SouthStar has been able to get its arms around fraud-related expenses. That creates a savings that ultimately benefits customers as well.

"The losses in the industry due to fraud are staggering," says President Kirk Smith. "With TPG, we are able to limit those costs and provide a better value to our customers at the same time. It's really a value proposition."

Many of its customers are smaller brokers or lenders without the ability to perform on their own the quality control necessary to protect themselves and, by extension, SouthStar. With TPG, SouthStar can provide customers with fraud-related information they might not otherwise have access to.

TPG has also helped train SouthStar's underwriters on how to detect fraud, and has helped build quality systems, including a fulltime fraud department. This department has more than paid for itself through the number of potentially fraudulent loans it has caught.

Such prevention and detection are a true cost savings while giving SouthStar another opportunity to provide customers with quality service.

Mandalay Mortgage

Mandalay Mortgage, a Southern California-based subprime lender in business about seven years, is focusing on national expansion. The lender's volume continues to grow substantially, yet President Steve Kolker is careful to grow the business at a measured pace in line with the company's reputation for quality.

As a TPG Approved Lender, Mandalay has been able to build its brand with the knowledge and protection provided by The Prieston Group's suite of services.

"It gives us another layer of confidence from a financial standpoint," Kolker says. "It's another feather in our cap, another tool that adds value to our overall presence in our secondary market. Investors know we're TPG clients and there's a confidence factor in that."

Mandalay stresses quality when it comes to production, still, Kolker knows that fraud can sometimes get through.

"I know that we do things right on our end, yet if something fraudulent manages to get by us, we've got some financial protection," Kolker says.

As a TPG client, Mandalay receives insurance protection and loss mitigation services that step in if fraudulent loans do get through. Combined with training, education and ongoing data and support, these services contribute to Mandalay's continued growth and success.

CreveCor Mortgage

St. Louis, Missouri-based CreveCor Mortgage has come a long way in the 10 years since it transitioned from a retail mortgage broker to a nonconforming wholesale lender. CreveCor now lends in about 40 states and will be expanding its national sales force over the coming year and investing in technology.

The changes are part of CreveCor's ongoing approach to growth, which is one that has seen volume double every year since 2000. The company's focus over the coming years is to continue that growth, and partnering with TPG helps.

"TPG allows us to stay focused on originating loans while giving us peace of mind with regard to fraudulent loans that do manage to get through," says President Howard Wegman.

By being a TPG client, CreveCor also receives ongoing data and education that keeps employees informed about the latest fraud schemes. Additionally, CreveCor has access to the services of TPG-affiliated law firm Lanahan & Reilley. CreveCor has received settlements thanks to Lanahan and Reilley's diligence.

That loss mitigation is an important part of TPG's offerings. Along with the insurance and training and education, these services add up to a sense of security that helps CreveCor continue its success.

For more information on The Prieston Group, visit www.priestongroup.com or call 1.800.523.7713.

"Because quality loans come from quality lenders."

www.priestongroup.com 1.800.523.7713



Repurchases Due to Fraud*



*as reported by TPG program aggregators who have insured over 80 percent of their loans in 2005

■ TPG Approved Lenders
■ Non-TPG Approved Lenders