

**Date:** 11/24/08  
**From:** Brian Kent  
**To:** Windsor Originators & Processors  
**Re:** Affinity Banking & State Licensing  
**Memo #:** 2008020

It's been an unbelievable year! (Yes, that's SalesTalk.)

The bad news, of course, is volume is much lower from the recent record-setting years. The good news is that it appears loans have stabilized and companywide volume is respectable as we power through to 2009.

As you know, Windsor has always done a great job of keeping expenses low which is essential for long-term company stability and ensuring commission splits remain high.

Because of generally lower volume, as we plan for 2009, we will be making some modifications to the business plan in 2 primary areas:

- 1) Affinity Banking
- 2) State Licensing

### **Affinity Banking**

Over the years, we have made several forays into the banking arena. To be quite frank, we've never been too profitable in banking. Additionally, banking loans in the current environment has added an extra element of risk we are not comfortable with.

Therefore, effective Monday, 11/24/08, we have decided to no longer 'bank' loans through our affinity banking dept. All business will now be brokered.

### **If you have 'affinity' loans in the pipeline, but not yet at docs....**

You will want to request they loan be transferred to the 'wholesale' channel.

For Flagstar, contact Mary Shaver at [mshaver@flagstar.com](mailto:mshaver@flagstar.com)

For Countrywide, contact Ali at [Alip@windsorcap.com](mailto:Alip@windsorcap.com)

### **If you have 'affinity' loans currently at DOCS or in FUNDING....**

we will be closing these out through the banking channel when possible, however, some may transferred to the wholesale channel.

If you will be using Flagstar going forward, we are arranging a 'Doc Drawing' service to handle that part of the transaction. Stay tuned for details.

Questions? Email [banking@windsorcap.com](mailto:banking@windsorcap.com)

## **State Licensing**

Over the years, we have gradually expanded our state list. As we received requests for new states, we would perform an analysis, comparing costs of initial licensing and maintenance to anticipated production. If the numbers made sense, we would become licensed. If not, we would pass on it.

Each year, we re-analyze state licensing costs vs production. In many states, there is little to no production.

Therefore, effective 12/31/2008, we will not be renewing our licenses in states that fall into this category.

Naturally, as little volume has been conducted in these states, this will have virtually no affect on most originators.

To check the most recent state list, go to Loan Officers > Reference > State List.

## **Questions?**

If you have any questions regarding this memo, please email [bkent@windsorcap.com](mailto:bkent@windsorcap.com).