MLBWHOLESALE

Making Lives Better


# The Human Side of Homeownership

www.MLBWholesale.com


# Why Did We Join This Industry?


# People rarely remember:

- Interest rates
- AUS findings
- Conditions
- Loan numbers

## **They remember:**

- The first phone call
- The reassurance
- The celebration
- Getting the keys

# The Challenge Facing Today's Loan Officer

## Today's loan officers juggle:

- Documents
- Conditions
- Income Calculations
- Guideline Research
- Realtor Relationships
- Marketing
- Borrower Communication
- Compliance

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# Technology Should Make You More Human

Technology should **never** replace a loan officer.

It should eliminate repetitive work so you can focus on:

- Conversations
- Education
- Trust
- Relationships

# More Time With Families

**Instead of reading:**

- 30 documents
- 200 pages
- Multiple income records

MLB CertAInty

AI Pre-underwriting at your fingertips

MLB CertAInty creates organized summaries that allow you to review insights rather than search through files.

Which equals more time for **relationships**

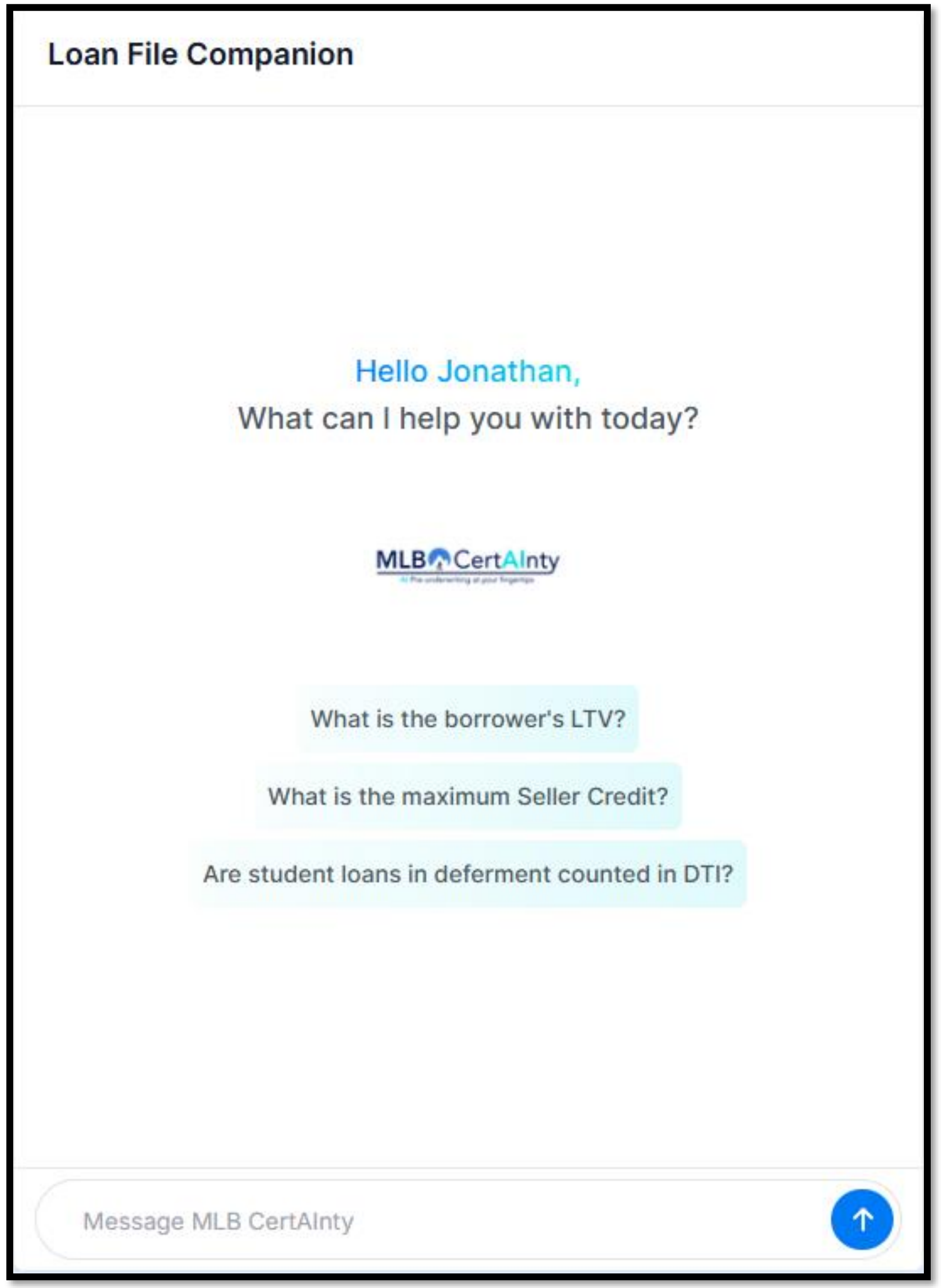
# Prevent Problems Before They Happen

**Loan File Companion** acts like another experienced processor reviewing the file before underwriting.

## It identifies:

- Missing documentation
- Potential conditions
- Underwriting concerns
- Inconsistencies





# AI Doesn't Replace Judgement

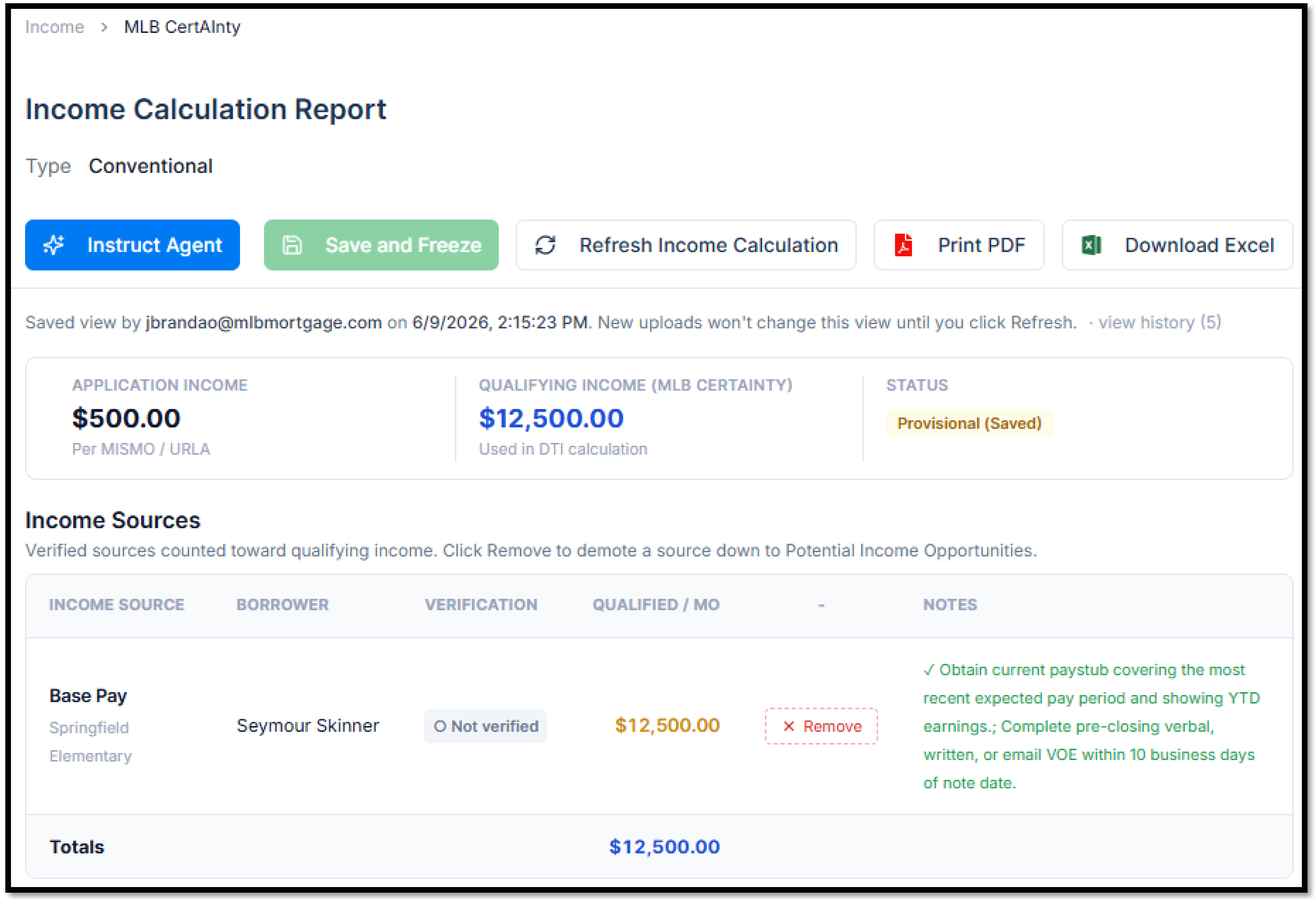
**Income Calculation** remains one of the biggest time commitments.

MLB CertAInty can:

- Analyze income
- Generate calculations
- Show supporting documentation
- Allow refinement through Instruct Agent

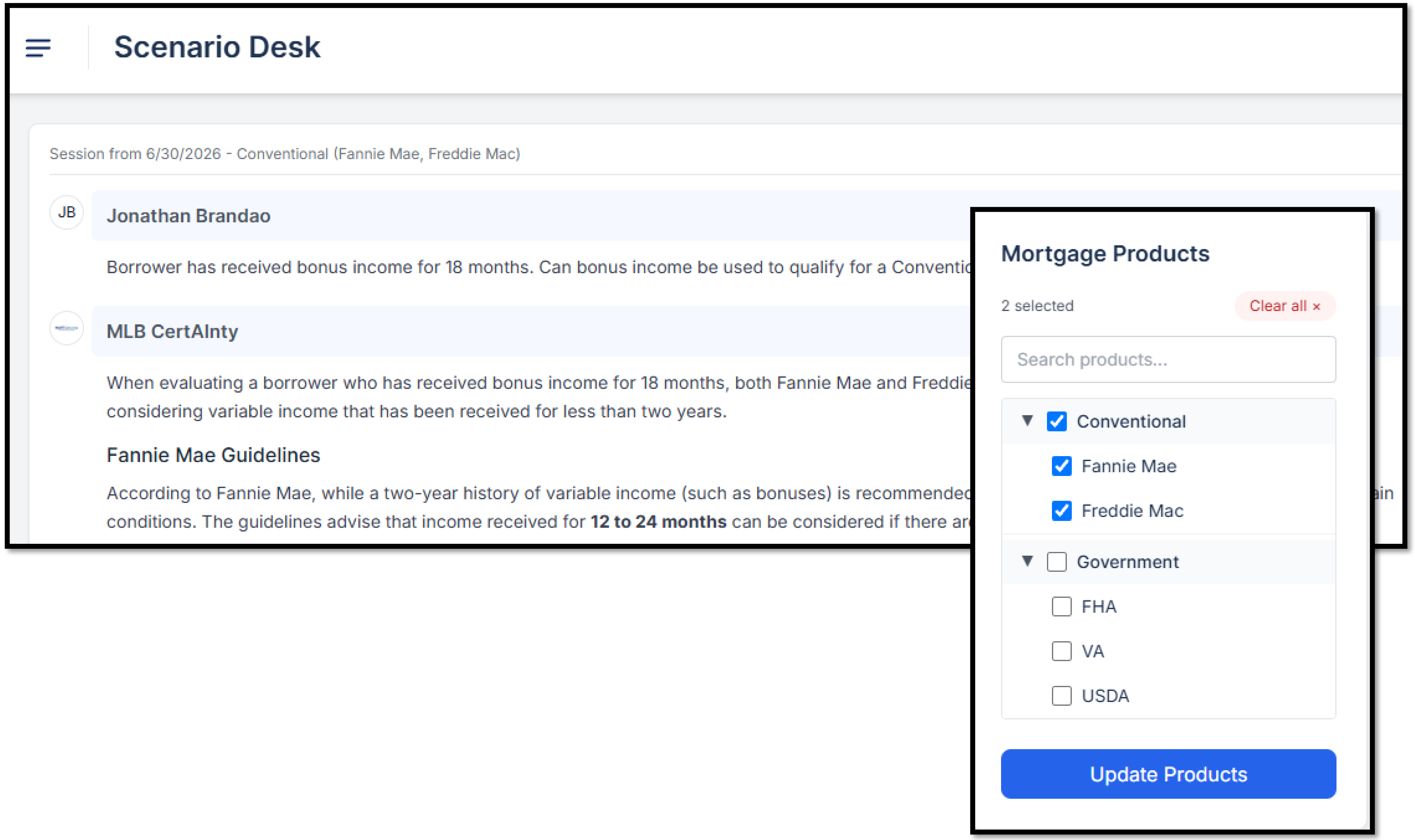
But one thing never changes…

**The loan officer remains in control**



# Confidence in Every Scenario

- Agency guideline research
- Citation-backed responses
- Scenario-based answers
- Faster decisions
- Greater confidence
- Better conversations



# Imagine Getting Two Hours Back Every Day

**If technology saves:**

10 minutes per file x 12 loans = **2 hours**

**What would you do with those two hours?**

- Meet another realtor?
- Call five pre-approved buyers?
- Host a webinar?
- Attend a networking event?

# Relationships Create Customers For Life

People don't refer loan officers because they upload documents faster.

**They refer to:**

- Great communication
- Honest advice
- Fast answers
- Memorable experiences

Technology **supports** those moments.

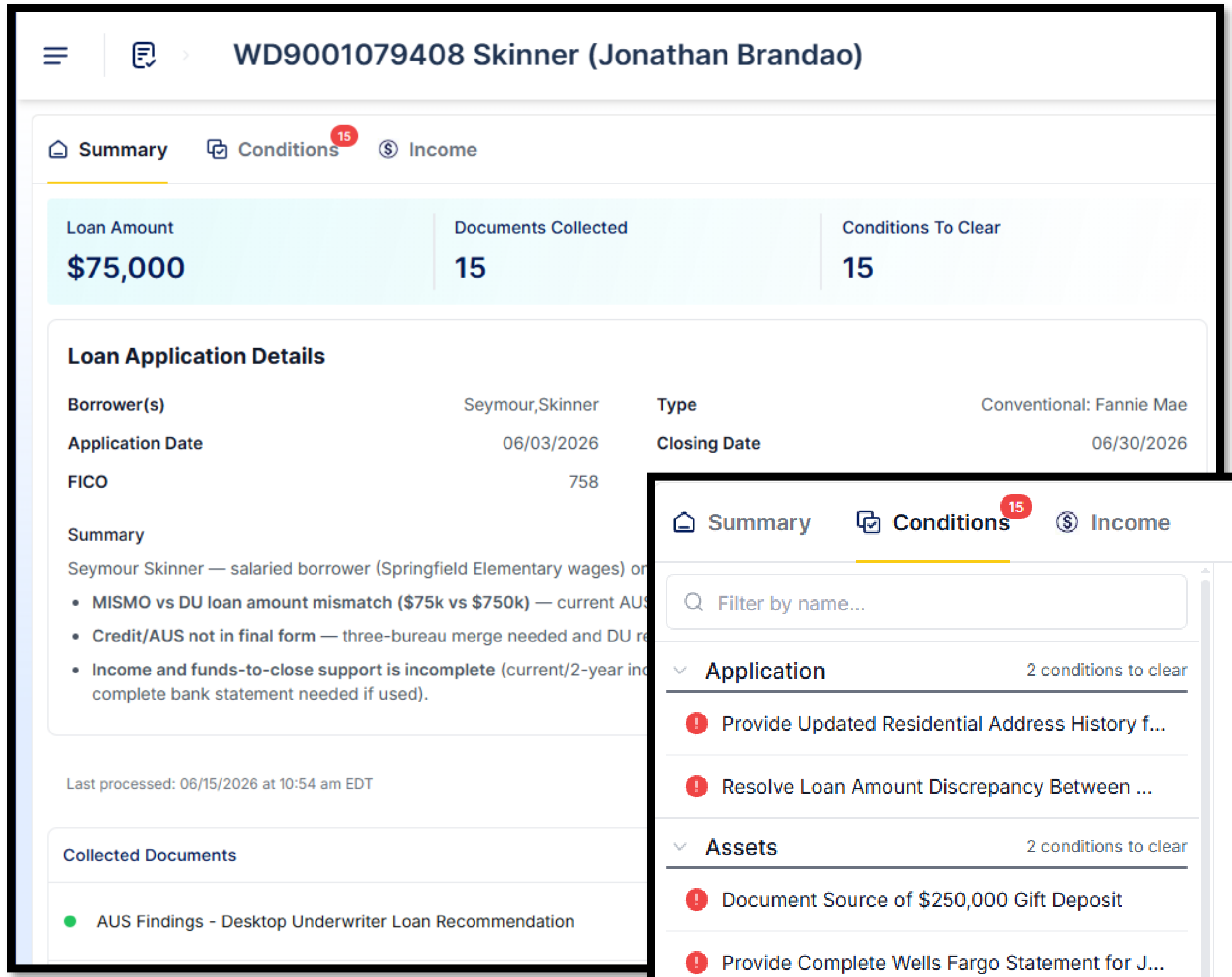
It **doesn't** replace them.

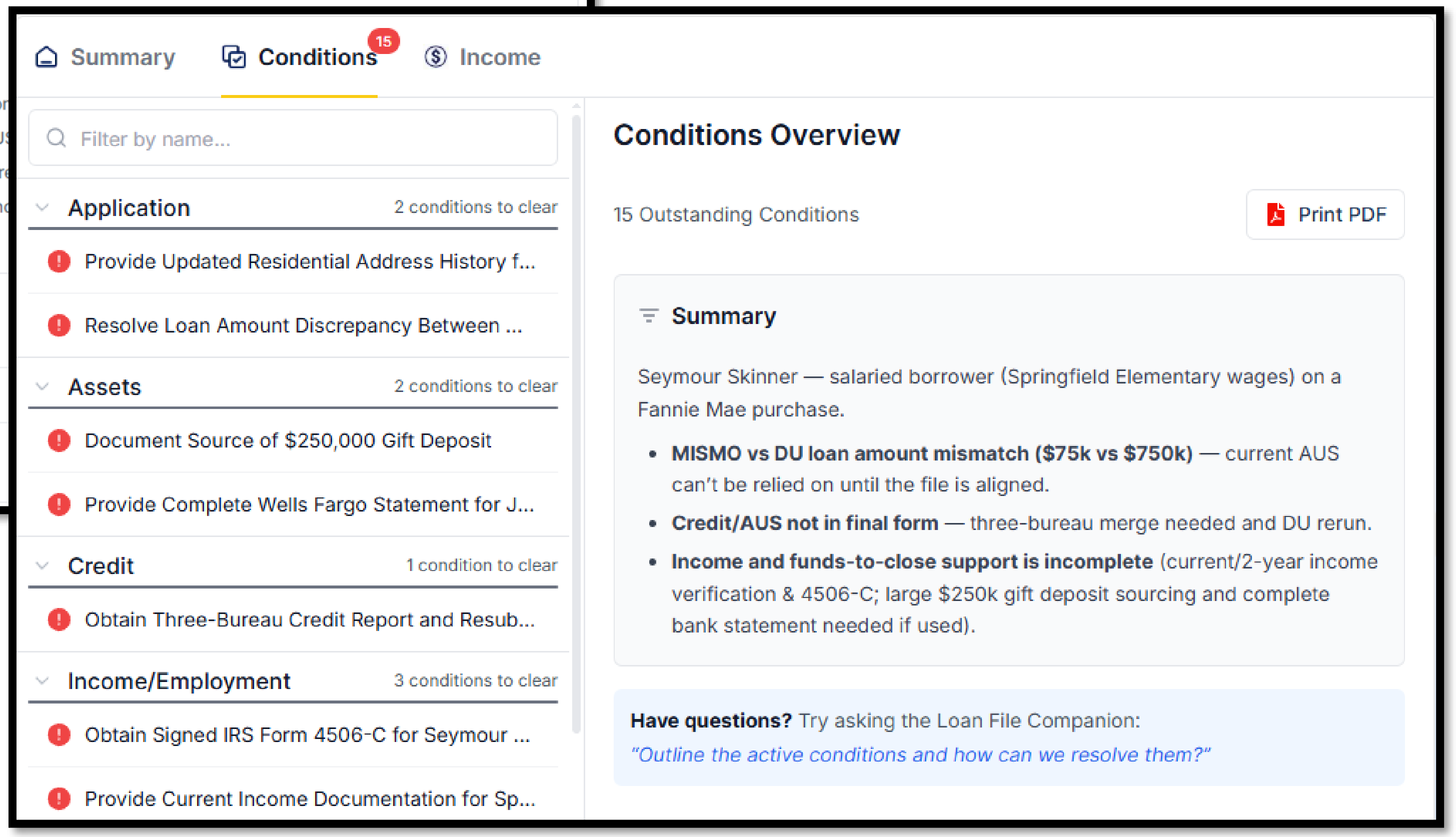
# Your Competitive Advantage

- AI **improves** efficiency
- **People** build trust
- Experience **matters**
- **Relationships** win
- Compassion **differentiates**
- You **remain** essential

# MLB CertAInty

AI Pre-underwriting at your fingertips




## Live Demo & Training Every Day!

## Mon, Weds. & Fri. @ 11 am EST

## Tues. & Thurs. @ 4 pm EST

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MORE INFO

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