



Enhancements to Pipeline Management Tool (PMT)

Over the weekend, we will deploy several changes to PMT, including integration with our CRM system (MF Connect). While this enhancement currently only has Freddie Mac impact, it will eventually change the way we track and register deals within our pipeline. More details will come later in the year.

Additionally, please note the following changes you will see in the updated version:

- Warning within the Pricing Discount, Pre-Screen & Credit Exception tabs that these sections will be removed in the next release
- Addition of Producer (Freddie Mac) field

Coming Soon: SBL Regional Workshops and Loan Labs

This spring SBL will hold an inaugural series of workshops and trainings for analysts and underwriters. Each workshop will feature a half-day of training and a half-day of a local loan lab.

Please do NOT register for the Conventional Analyst Academy sessions. That subject matter is not pertinent to those working on SBL deals.

Stay tuned for dates, locations and registration links.

Western Region – Meet Your New Production Analyst

We recently hired Nick Mager as a production analyst. Nick most recently worked as a Senior Associate at a wealth management company. He will be located in the Freddie Mac Seattle office. We are excited to have Nick.

