



SMALL BALANCE LOAN UPDATE

Kick-off Call Details

In the [SBL Update: July 9](#), we announced Freddie Mac will be instituting kick-off calls for all new SBL loan submissions. Here are more details:

- **Who:** The Freddie Mac underwriter will set up the kick-off call with the Optigo® lender underwriter. We may include other individuals on the call depending on the complexity of the transaction.
- **Length:** We're targeting 15 minutes.
- **How:** Conducted either by phone or Microsoft Teams.
- **When:** The Freddie Mac underwriter will set up the call within two business days following the successful check-in of the loan submission.
- **Expectations:** The Optigo lender underwriter should provide a high-level overview of the transaction with the emphasis on strengths and weaknesses, as well as any potential issues. The Freddie Mac underwriter may clarify questions in order to understand the risks and will set timing expectations.

Tips & Tricks

Check out this month's [Tips & Tricks](#) for a “cheat sheet” on loan submission timing, foreign guarantor definition, pipeline management tool (PMT) best practices and more.

Small Talk

Each week we're welcoming any questions from you in the Small Talk series. Please continue to submit questions to the [Small Talk mailbox](#) to hear from a select member of our team in the following week's *SBL Update*.

This week we're featuring [Robert Zuccaro](#). Rob is a production analyst in the North Central region.



Robert Zuccaro

What recreational activity would you recommend?

As frustrating as it may be at times, I highly recommend taking up golf. Between the peacefulness of being outdoors, the competitive nature of the game (against yourself), and the satisfaction of seeing improvement, it's a great activity to just decompress and spend time with friends. A few of my hometown friends and I made a pact to play a new course every weekend or so. The most recent gem we discovered is a course called Blackstone Golf Club in Marengo, Illinois.

Six Tips for a Worry-Free Pricing Confirmation:

- Completely fill out the Lender Fee Cert tab in PMT
- Utilize the current Affordability Test
- Ensure org charts are properly labeled with Borrower Principals, Managing Members, and other individuals/entities with *Control*

- Upload *signed* Loan Application to the Document Management System (DMS)
- Double check your loan submission template (LST) figures for accuracy and ensure they're within conditional exception parameters, *if applicable*
- Reach out to the regional production team if you anticipate a late loan submission ASAP so that the correct grid (and any other pricing implications) are being utilized
- Bonus tip – Remember to keep the “Anticipated Delivery” date in PMT accurate at all times

What television show would you like to be on?

Alone - on History channel. The self-documented series follows 10 individuals as they compete to survive in the wilderness for as long as possible with limited supplies and equipment. The idea of “living off of the land” was something I always wanted to *temporarily* try – though, I don't think I could last more than a day or so. Despite the hardships the individuals go through, between battling the elements and scavenging/hunting for food, they always seem to push themselves to their absolute limits and come out with a strong sense of gratitude for the little things in life.



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