



## Coming Soon: SBL Calculator and PMT Merger

Starting in January 2019, the SBL Calculator will be a thing of the past as we incorporate its functions in our Pipeline Management Tool (PMT).

Sellers will no longer have to pull up the calculator, enter information and save a copy to our Document Management System. The updated PMT will reflect real-time SBL pricing and the all-in coupon rate as you enter each loan.

## New SBL Team Members

[Jack Pettinger](#) recently joined the North Central Chicago office as an analyst. Jack will help with site inspections, deal submissions and assignments as well as initial processing of each transaction that comes through the North Central region.

[Austin Barrett](#) recently joined the South Central Dallas office as an analyst. Austin is responsible for all analyst duties in Dallas and is the new point of contact for all South Central site inspections.

[Chris Formichella](#) is our newest underwriting professional in the Dallas office. He has several years of experience in various roles in real estate and asset management, including performing due diligence and site inspections.

[Eddie Soto](#) is our newest underwriting professional in the Chicago office. He has several years of experience in various roles in real estate and banking, including portfolio management, risk assessments and financial analysis.

We've updated our [Production](#) and [Underwriting](#) contact lists and our [regional map](#).

## **Meg McElgunn: Taking the Reins Out West**

Check out our new viewpoint [article](#) by Meg McElgunn, senior director of Production & Sales for the Central and Western regions.

## **SBL Learning Center**

Remember to visit our [SBL Learning Center](#) for comprehensive training opportunities on a variety of topics, including origination, servicing and portfolio management.