



Greetings!

Much has changed since our last exchange. The emerging refinance and mortgage boom we predicted manifested itself in unprecedented ways — creating opportunities for increased revenues, core deposits, and customer cross-sell.

And, of course, congratulations are in order for your role — and that of all community banks — for the staggering success of PPP in preserving businesses, jobs, and frankly, sustaining communities throughout the country.

Much has changed for Promontory MortgagePath, too. In addition to our evolving technology, we opened a new Denver fulfillment center, launched a new service offering, and were recognized as one of [Housingwire's Tech100](#) and [American Banker's Best FinTechs to Work For](#). While these recognitions are gratifying, we're most excited about the fact that they validate how deeply we care about our clients and their success, and the culture we have created for our team members.

The services we provide community and regional banks enhance the franchise value of every bank we serve. We allow clients to make a materially greater profit on every mortgage loan closed while managing compliance and minimizing overhead. Depending upon whether the bank wants our help selling a loan on the secondary market or to keep in portfolio, there's no balance sheet risk and minimal-to-no operational risk.

We do this by coupling advanced technology built on the soundest compliance platform — undergirded by a best-in-class compliance team — with fulfillment experts. Our complete, white-label mortgage origination services can manage every step in the loan journey — from the work of the loan officer through the mortgage sale. From the customer's perspective, this is your bank, your business, and every mortgage loan you make builds your franchise.

And, our per-loan, milestone-driven pricing means our clients pay only for loans flowing through the system. So, no loans, no charge. This gives community banks the ability to scale rapidly without creating a fixed cost overhang. Plus, our per-loan costs are substantially lower than those a bank would incur by shouldering the work itself.

We are a service for community banks, offering networked savings to scale and unparalleled data through our community bank network, as well as other tools, to help you grow your business. Our network-driven, community-bank solution is modeled along the lines of Promontory Interfinancial Network — the CDARS company I founded.



If you or one of your colleagues is interested in better understanding our solutions or how they are already successfully being used by community banks, please let me know or learn more at [mortgagepath.com/gene](http://mortgagepath.com/gene).

I would be honored if you allowed my team and me to demonstrate how our unique offering can benefit your bank and your community.

Warm regards,

A handwritten signature in black ink, appearing to read "E. Ludwig".

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