




With the new Menu Screen and Roll to Term Button, loan officers will sell more payment protection.

New Menu Selling Features

Sherman's WinLoan-32 loan quotation software, already recognized as the best sales tool for increasing payment protection (credit insurance/debt protection) income, is constantly enriched by our clients' great ideas. Arrows point to our two newest innovations, the **[Calculate]** key and the **[Roll to Term]** key, below.

A major frustration among payment protection managers has been the tendency of some loan officers to simply request a payment without protection. We now offer a setup file option to make the menu screen mandatory. Clicking **[Calculate]** takes you directly to the Menu Screen, with all the protection plans presented, and the no protection plan at the bottom. The Entry Screen for this setup option is below:

Equal Payments



New Loan



Calculate

Basic Entries	Calculation Option	Proceeds	Note Rate
	Payment	\$20,000.00	8.000%
TimeLine	# Payments/Year	Loan Date	Payment Date # of Pmts
	12-Monthly	02/04/2009	03/06/2009 36
Financed Fees	FinFee 1	FinFee 2	
	\$0.00	\$0.00	
Prepaid Fees	Prepaid 1		
	\$0.00		
	<input type="checkbox"/> Finance?		
Primary Birthday	Secondary Birthday		
04/16/1966	04/16/1966		

Rather than allowing selection of a particular Payment Protection option, pressing [Calculate] takes you to the complete menu screen. The four bottom options are shown directly below.

Title	Payment	CL	AH	IU	Total Ins
Single Life + Single AH	\$646.86	\$241.40	\$402.86	\$0.00	\$644.26
	<i>Per Pmt</i>	\$7.56	\$12.62	\$0.00	\$20.18
	<i>Per Day</i>	\$0.25	\$0.41	\$0.00	\$0.66
 Joint Life Only	 \$638.48	 \$376.97	 \$0.00	 \$0.00	 \$376.97
	<i>Per Pmt</i>	\$11.81	\$0.00	\$0.00	\$11.81
	<i>Per Day</i>	\$0.39	\$0.00	\$0.00	\$0.39
 Single Life only	 \$634.08	 \$236.63	 \$0.00	 \$0.00	 \$236.63
	<i>Per Pmt</i>	\$7.41	\$0.00	\$0.00	\$7.41
	<i>Per Day</i>	\$0.24	\$0.00	\$0.00	\$0.24
 No Protection	 \$626.67	 \$0.00	 \$0.00	 \$0.00	 \$0.00
	<i>Per Pmt</i>	\$0.00	\$0.00	\$0.00	\$0.00
	<i>Per Day</i>	\$0.00	\$0.00	\$0.00	\$0.00

Roll To Term ←

Our newest innovation is the [Roll To Term] key in the bottom left corner of the Menu Screen. Suppose the borrower, being very payment conscious, asks for the payment without protection. The loan officer could say something like, "Mr. Borrower, I understand your desire for the lowest payment, but I hope you're also convinced of the value of the payment protection plans we've discussed. Let's see what we can do with that lowest payment. By extending the loan term just a bit, we can keep your payment at that level or lower, and still provide the protection."

The current WinLoan-32 certainly allows you to do that. You return to the Entry Screen, select [Term] as the Calculation Option, input the desired payment amount, and select [Calculate] again. Quite a few keystrokes!

BUT NOW.....

Just one click of the [Roll To Term] key to see the following screen:

<u>Title</u>	<u>Term</u>	<u>Payment</u>	<u>CL</u>	<u>AH</u>	<u>IU</u>	<u>Total Ins</u>
<u>Single Life + Single AH</u>	38	\$617.33	\$253.90	\$410.52	\$0.00	\$664.42
		<i>Per Pmt</i>	\$7.59	\$12.26	\$0.00	\$19.85
		<i>Per Day</i>	\$0.25	\$0.40	\$0.00	\$0.65
<u>Joint Life Only</u>	37	\$623.51	\$386.74	\$0.00	\$0.00	\$386.74
		<i>Per Pmt</i>	\$11.83	\$0.00	\$0.00	\$11.83
		<i>Per Day</i>	\$0.39	\$0.00	\$0.00	\$0.39
<u>Single Life only</u>	37	\$619.10	\$242.72	\$0.00	\$0.00	\$242.72
		<i>Per Pmt</i>	\$7.42	\$0.00	\$0.00	\$7.42
		<i>Per Day</i>	\$0.24	\$0.00	\$0.00	\$0.24
<u>No Protection</u>	36	\$626.67	\$0.00	\$0.00	\$0.00	\$0.00
		<i>Per Pmt</i>	\$0.00	\$0.00	\$0.00	\$0.00
		<i>Per Day</i>	\$0.00	\$0.00	\$0.00	\$0.00

Each payment with protection will actually be less than the No Protection payment. By satisfying the borrower's request, while providing the important payment protection, your chance of selling protection is greatly increased, **with just one click of the mouse.**

These innovations are the result of conversations with payment protection managers within major banks, and we are pleased to be able to implement their ideas to help our clients in the sale of payment protection. **WinLoan-32 is a sales tool that enables the loan officer to be a good consultant**, working with the borrower to tailor a loan precisely to the borrower's payment needs.

WinLoan-32 also offers other unique features designed to help you sell more payment protection, including the [Concerns] button at the top of the disclosure screen. A complete menu of subjects ranging from product cards, and short form disclosures, to tutorials on handling objections can be listed under this button.

To discuss these ideas further, contact John Sherman at johns@shermanloan.com or (800) 776-6651. For current WinLoan-32 users, a free upgrade with these features is available. If you already have a no-protection option in your Group Quote screen, this upgrade will create the [Roll to Term] button, which appears only next to the no-protection payment. Just go to www.shermanloan.com/upgrade.html.

To activate the mandatory Group Quote, you will need to invoke a Setup File Option. Please call John Sherman for guidance. It's easy!