

Loan Meeting Notes

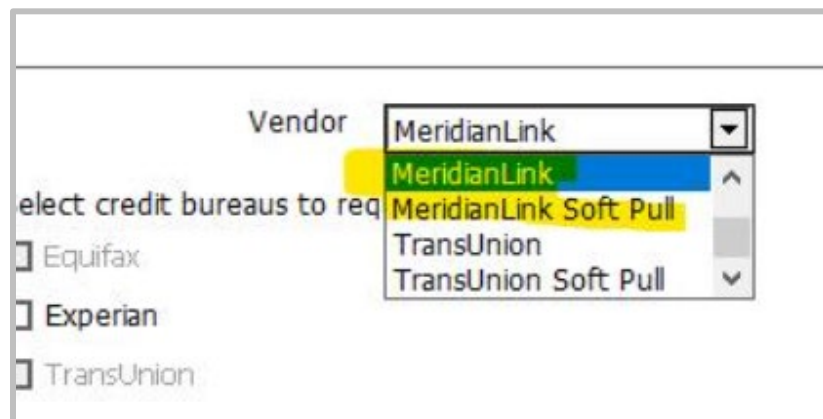
March 20, 2025

Next planned meeting date: April 17, 2025

Attendees: Aaron, Anali, Andee, Brooke, Gary, Jamie R, Jamie S, Karissa, Lacey, Laura H, Laura M, Lindsay, Liz F, Makayla, Maria, Matt, Melissa, Rhonda, Rusty, Shannon H, Shannon L, Shantell M, Stephanie, Tara.

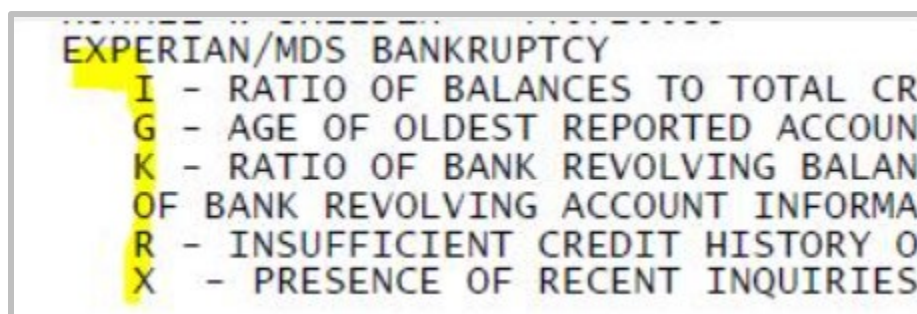
- **Credit Pulls & Soft Pulls:**

- Only use "MeridianLink" to pull credit through Experian (this is the hard pull that should be used).



The screenshot shows a web interface for selecting credit bureaus. On the left, there are checkboxes for "Equifax", "Experian", and "TransUnion". To the right of these is a "Vendor" dropdown menu. The dropdown is open, showing a list of options: "MeridianLink" (highlighted in blue), "MeridianLink Soft Pull" (highlighted in yellow), "TransUnion", and "TransUnion Soft Pull".

- "MeridianLink Soft Pull" is right below it—be cautious when selecting to avoid accidental soft pulls.
 - A Soft Pull retrieves the bankruptcy score, while a hard pull retrieves the FICO score, which is required for rate determination. The example below is a soft pull through MeridianLink:



The screenshot shows a credit report with the heading "EXPERIAN/MDS BANKRUPTCY". Below the heading, there are several lines of text, each preceded by a letter in a yellow box. The text is as follows:

- I - RATIO OF BALANCES TO TOTAL CREDIT
- G - AGE OF OLDEST REPORTED ACCOUNT
- K - RATIO OF BANK REVOLVING BALANCE
- OF BANK REVOLVING ACCOUNT INFORMATION
- R - INSUFFICIENT CREDIT HISTORY OF
- X - PRESENCE OF RECENT INQUIRIES

- **Gap & MRC Decline Form:** Ensure the applicable boxes are checked if the collateral does not qualify.
 - Qualifications are listed on the Intranet on the TruStage Products page.

<p align="center">GUARANTEED ASSET PROTECTION PLAN</p> <p>I have been advised of the benefits available to me under Guaranteed Asset Protection. After careful consideration, I hereby decline and waive such benefits.</p> <p><input type="checkbox"/> I understand that if this box is checked, my collateral does not qualify for this coverage.</p> <p>Borrower Signature: _____ Date: _____</p> <p>Co-Borrower Signature: _____ Date: _____</p>
<p align="center">MECHANICAL REPAIR COVERAGE PLAN</p> <p>I have been advised of the benefits available to me under Mechanical Repair Coverage. After careful consideration, I hereby decline and waive such benefits.</p> <p><input checked="" type="checkbox"/> I understand that if this box is checked, my collateral does not qualify for this coverage.</p> <p>Borrower Signature: _____ Date: _____</p> <p>Co-Borrower Signature: _____ Date: _____</p>

- **Loan Line & Voicemails:** Please answer the loan line whenever you are available.
 - If you cannot answer, check the loan line voicemail as soon as possible to ensure we are getting to the member in a timely manner.
 - The loan line voicemail password is 1234.
- **AFT Forms:** Make sure automatic transfer forms are attached into Digi Docs.
- **Blended Rate Loans/ Signature Loan Calculations:**
 - When a member with a **blended rate auto loan** applies for a **signature loan**, assume the signature portion **remains the same as the original loan amount**.

- If a re-evaluation is needed, a new vehicle valuation must be pulled, but the original signature portion typically remains unchanged.
- **Collateral Tab in Forza:** For all collateral loans, this tab must be filled out completely.
 - Pledge Amount: The loan amount should be put in this field (enter the full amount even if it is a blended rate).
 - Source of Vehicle Value: When using a value from JD Power, make sure to select JD Power as the source of vehicle value.

Vehicle Collateral

Vehicle Information

Vehicle Purchase Type: ☐ New ☒ Used Release Date: 1/1/1900

Vehicle Description: 2016 CHEVROLET SPARK Vehicle Value Pledged: 5494.00

Vehicle Year: 2016 Vehicle Make: CHEVROLET Vehicle Model: SPARK 2LT

Vehicle Color: GREEN Vehicle VIN: KL8CF65A4GC575367

Value of Vehicle: 8878.00 Source of Vehicle Value: JD POWER

Title Holder: Received Title/UCC: ☐

Title Location: OAK ST BRANCH Mileage: 95000

Insurance Information

☐ Insurance

Insurance Vendor: No Insurance Add

Insurance Policy Number:

Policy Expiration: 12/30/1899

Accept Cancel

- **Loan Quality & Rubric:**
 - Responses to Loan Quality Specialists have improved significantly- let's continue this trend!

- Soon a loan rubric will be implemented. It clearly outlines expectations and grading criteria to help with consistency and explanation for loan reviews.
- **Credit Application:** The application auto-fills based on the information entered in Forza. Ensure all fields are completed. See example below.

Account/Loan: <input type="checkbox"/> Individual <input type="checkbox"/> Joint		Credit Card Account: <input type="checkbox"/> Individual <input type="checkbox"/> Joint	
If this is an application for joint credit, Applicant and Co-Applicant each agree and acknowledge the intent to apply for joint credit (sign below):			
Applicant Signature _____ Date _____ *SIGNATURES REQUIRED IF JOINT APPLICATION X _____ (Seal)		Co-Applicant Signature _____ Date _____ X _____ (Seal)	
Amount Requested \$ _____		Credit Limit Requested \$ _____	
Purpose/Collateral: _____		If Authorized User, Name: _____	
PAYMENT PROTECTION Are you interested in having your loan protected? <input type="checkbox"/> YES <input type="checkbox"/> NO If you answer "yes", the credit union will disclose the cost to protect your loan. The protection is voluntary and does not affect your loan approval. In order for your loan to be covered, you will need to sign a separate application that explains the terms and conditions.			
APPLICANT		OTHER <input type="checkbox"/> CO-APPLICANT <input type="checkbox"/> SPOUSE <input type="checkbox"/> GUARANTOR <input type="checkbox"/> OTHER	
NAME (Last - First - Initial) _____		NAME (Last - First - Initial) _____	
ACCOUNT NUMBER _____	SOCIAL SECURITY NUMBER/INDIVIDUAL TAX ID NUMBER _____	ACCOUNT NUMBER _____	SOCIAL SECURITY NUMBER/INDIVIDUAL TAX ID NUMBER _____
BIRTH DATE _____	EMAIL ADDRESS _____	BIRTH DATE _____	EMAIL ADDRESS _____
HOME PHONE () _____	CELL PHONE () _____	HOME PHONE () _____	CELL PHONE () _____
BUSINESS PHONE/EXT. () _____		BUSINESS PHONE/EXT. () _____	
DRIVER'S LICENSE NUMBER/STATE _____		DRIVER'S LICENSE NUMBER/STATE _____	
AGES OF DEPENDENTS _____		AGES OF DEPENDENTS _____	
PRESENT ADDRESS (Street - City - State - Zip) _____		PRESENT ADDRESS (Street - City - State - Zip) _____	
<input type="checkbox"/> OWN <input type="checkbox"/> RENT LENGTH AT RESIDENCE _____ Months		<input type="checkbox"/> OWN <input type="checkbox"/> RENT LENGTH AT RESIDENCE _____ Months	
PREVIOUS ADDRESS (Street - City - State - Zip) _____		PREVIOUS ADDRESS (Street - City - State - Zip) _____	
<input type="checkbox"/> OWN <input type="checkbox"/> RENT LENGTH AT RESIDENCE _____ Months		<input type="checkbox"/> OWN <input type="checkbox"/> RENT LENGTH AT RESIDENCE _____ Months	
MORTGAGE/RENT OWED TO _____		MORTGAGE/RENT OWED TO _____	
MORTGAGE BALANCE \$ _____	MONTHLY PAYMENT \$ _____	MORTGAGE BALANCE \$ _____	MONTHLY PAYMENT \$ _____
INTEREST RATE % _____		INTEREST RATE % _____	
COMPLETE FOR JOINT CREDIT, SECURED CREDIT OR IF YOU LIVE IN A COMMUNITY PROPERTY STATE: <input type="checkbox"/> MARRIED <input type="checkbox"/> SEPARATED <input type="checkbox"/> UNMARRIED (Single - Divorced - Widowed)		COMPLETE FOR JOINT CREDIT, SECURED CREDIT OR IF YOU LIVE IN A COMMUNITY PROPERTY STATE: <input type="checkbox"/> MARRIED <input type="checkbox"/> SEPARATED <input type="checkbox"/> UNMARRIED (Single - Divorced - Widowed)	
EMPLOYMENT/INCOME		EMPLOYMENT/INCOME	
EMPLOYMENT STATUS <input type="checkbox"/> FULL TIME <input type="checkbox"/> PART TIME HOURS PER WEEK _____		EMPLOYMENT STATUS <input type="checkbox"/> FULL TIME <input type="checkbox"/> PART TIME HOURS PER WEEK _____	
START DATE: _____		START DATE: _____	
NAME AND ADDRESS OF EMPLOYER _____		NAME AND ADDRESS OF EMPLOYER _____	
NOTICE: ALIMONY, CHILD SUPPORT, OR SEPARATE MAINTENANCE INCOME NEED NOT BE REVEALED IF YOU DO NOT CHOOSE TO HAVE IT CONSIDERED.		NOTICE: ALIMONY, CHILD SUPPORT, OR SEPARATE MAINTENANCE INCOME NEED NOT BE REVEALED IF YOU DO NOT CHOOSE TO HAVE IT CONSIDERED.	
EMPLOYMENT INCOME PER \$ _____ Month	OTHER INCOME PER \$ _____ Month	EMPLOYMENT INCOME PER \$ _____ Month	OTHER INCOME PER \$ _____ Month
TITLE/GRADE _____	SOURCE _____	TITLE/GRADE _____	SOURCE _____
PREVIOUS EMPLOYER NAME AND ADDRESS IF EMPLOYED LESS THAN TWO YEARS _____		PREVIOUS EMPLOYER NAME AND ADDRESS IF EMPLOYED LESS THAN TWO YEARS _____	
*PREVIOUS EMPLOYMENT REQUIRED IF PRIMARY EMPLOYMENT LESS THAN 1 YEAR		*PREVIOUS EMPLOYMENT REQUIRED IF PRIMARY EMPLOYMENT LESS THAN 1 YEAR	
STARTING DATE _____	ENDING DATE _____	STARTING DATE _____	ENDING DATE _____
MILITARY: IS DUTY STATION TRANSFER EXPECTED DURING NEXT YEAR? <input type="checkbox"/> YES <input type="checkbox"/> NO WHERE _____		MILITARY: IS DUTY STATION TRANSFER EXPECTED DURING NEXT YEAR? <input type="checkbox"/> YES <input type="checkbox"/> NO WHERE _____	
ENDING/SEPARATION DATE _____		ENDING/SEPARATION DATE _____	

REFERENCE			REFERENCE		
NAME AND ADDRESS OF NEAREST RELATIVE NOT LIVING WITH YOU			NAME AND ADDRESS OF NEAREST RELATIVE NOT LIVING WITH YOU		
RELATIONSHIP	HOME PHONE	EMAIL ADDRESS	RELATIONSHIP	HOME PHONE	EMAIL ADDRESS
WHAT YOU OWE					
DEBT	CREDITOR NAME OTHER THAN THIS CREDIT UNION (Attach additional sheet(s) if necessary)	INTEREST RATE	PRESENT BALANCE	MONTHLY PAYMENT	OWED BY APPLICANT OTHER
<input type="checkbox"/> RENT		%	\$	\$	<input type="checkbox"/> <input type="checkbox"/>
<input type="checkbox"/> FIRST MORTGAGE (Incl. Tax & Ins.)		%	\$	\$	<input type="checkbox"/> <input type="checkbox"/>
		%	\$	\$	<input type="checkbox"/> <input type="checkbox"/>
		%	\$	\$	<input type="checkbox"/> <input type="checkbox"/>
		%	\$	\$	<input type="checkbox"/> <input type="checkbox"/>
		%	\$	\$	<input type="checkbox"/> <input type="checkbox"/>
		%	\$	\$	<input type="checkbox"/> <input type="checkbox"/>
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		%	\$	\$	<input type="checkbox"/> <input type="checkbox"/>
		%	\$	\$	<input type="checkbox"/> <input type="checkbox"/>
		%	\$	\$	<input type="checkbox"/> <input type="checkbox"/>
LIST ANY NAMES UNDER WHICH YOUR CREDIT REFERENCES AND CREDIT HISTORY CAN BE CHECKED:		TOTALS	\$	\$	
WHAT YOU OWN					
ASSET DESCRIPTION	LIST LOCATION OF PROPERTY OR FINANCIAL INSTITUTION	MARKET VALUE	PLEGGED AS COLLATERAL FOR ANOTHER LOAN	OWNED BY APPLICANT OTHER	
		\$	<input type="checkbox"/> YES <input type="checkbox"/> NO	<input type="checkbox"/>	<input type="checkbox"/>
		\$	<input type="checkbox"/> YES <input type="checkbox"/> NO	<input type="checkbox"/>	<input type="checkbox"/>
		\$	<input type="checkbox"/> YES <input type="checkbox"/> NO	<input type="checkbox"/>	<input type="checkbox"/>
		\$	<input type="checkbox"/> YES <input type="checkbox"/> NO	<input type="checkbox"/>	<input type="checkbox"/>
		\$	<input type="checkbox"/> YES <input type="checkbox"/> NO	<input type="checkbox"/>	<input type="checkbox"/>
		\$	<input type="checkbox"/> YES <input type="checkbox"/> NO	<input type="checkbox"/>	<input type="checkbox"/>
		\$	<input type="checkbox"/> YES <input type="checkbox"/> NO	<input type="checkbox"/>	<input type="checkbox"/>
OTHER INFORMATION ABOUT YOU			IF YOU ANSWER YES TO ANY QUESTION OTHER THAN #1, EXPLAIN ON AN ATTACHED SHEET		
1. ARE YOU A U.S. CITIZEN OR PERMANENT RESIDENT ALIEN?			YES	NO	YES
2. DO YOU CURRENTLY HAVE ANY OUTSTANDING JUDGMENTS OR HAVE YOU EVER FILED FOR BANKRUPTCY, HAD A DEBT ADJUSTMENT PLAN CONFIRMED UNDER CHAPTER 13, HAD PROPERTY FORECLOSED UPON OR REPOSSESSED IN THE LAST SEVEN YEARS, OR BEEN A PARTY IN A LAWSUIT?			<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. IS YOUR INCOME LIKELY TO DECLINE IN THE NEXT TWO YEARS?			<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. ARE YOU A CO-OWNER, CO-SIGNER OR GUARANTOR ON ANY LOAN NOT LISTED ABOVE? FOR WHOM (Name of Others Obligated on Loan):			<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
TO WHOM (Name of Creditor):					

~~You want us to count?~~

By signing or otherwise authenticating below, you are affirmatively agreeing that you are aware that granting a security interest is a condition for the credit card and you intend to grant a security interest.

SIGNATURES

1. You promise that everything you have stated in this application is correct to the best of your knowledge, and that the above information is a complete listing of what you owe. If there are any important changes you will notify us in writing immediately. You authorize the Credit Union to obtain credit reports in connection with this application for credit and for any update, increase, renewal, extension, or collection of the credit received and for other accounts, products, or services we may offer you or for which you may qualify. You understand that the Credit Union will rely on the information in this application and your credit report to make its decision. If you request, the Credit Union will tell you the name and address of any credit bureau from which it received a credit report on you. It is a crime to willfully and deliberately provide incomplete or incorrect information in this application.

Applicant's Signature _____ Date _____ X _____ (Seal)	Other Signature _____ Date _____ X _____ (Seal)
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DATE	<input type="checkbox"/> APPROVED	APPROVED LIMITS: \$	SIGNATURE	LINE OF CREDIT \$	CREDIT CARD \$	OTHER \$
	<input type="checkbox"/> DECLINED (Adverse Action Notice Sent)	DEBT RATIO/SCORE: BEFORE	AFTER %	NET	GROSS	
LOAN OFFICER COMMENTS:						

Credit Committee or Loan Officer Signatures _____ Date _____ X _____ (Seal)	Credit Committee or Loan Officer Signatures _____ Date _____ X *SECOND APPROVAL SIGNATURE _____ (Seal)
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*BLENDED RATE LOANS, FILL IN BOTH THE SIGNATURE AND OTHER PORTIONS

- **Rate Matching/ Competitive Offers:**

- If you hear about lower rates being given by other financial institutions, notify Stephanie ASAP.
- Full lending authority holders can match rates up to 0.5%. If you do not have full lending authority, someone with authority can sign with you to approve the rate adjustment.

- **Tax Deeds & Delinquent Property Taxes:**

- If you see anything related to tax deeds, notify Stephanie immediately.
- 30 loans were identified with past-due property taxes- affected members will be contacted.
- If taxes remain unpaid, we can pay past-due amounts by adding them to the loan balance, via subsequent action, as authorized in loan documents signed by the member.

- **Employment Tab in Forza:** Ensure the "Primary Income" button is selected if the employment is the applicant's main source of income. Choosing "Secondary Income" will prevent it from appearing on the application as the primary source of income.

Employment	Financial Data	Collateral	Disbursement	Notes	Credit Score	References	Ver
<div> <input checked="" type="radio"/> Current <input type="radio"/> Previous </div>				Position Information			
LT	Title/Position		Shift Lead		Department		
DF	Employee ID		Gross		Supervisor Name		
State		Idaho		Postal Code		83709	
Ext.		0		Hours Worked Per Week		40	
				Hourly Wage			
				Annual Income		33,000	
				<input checked="" type="radio"/> Primary Income			
				<input type="radio"/> Secondary Income			
Apply Cancel							