MPF® Traditional All-In Revenue Benefits

Leverage Additional Income Sources and Manage Risk

Action Step 1	
Review the current method by	
which pricing/rates are set.	
If using a centralized/manual process or	
individual loan officer: how can I	
incorporate MPF revenue sources into our decision process?	
If using a Product and Pricing Engine (PPE): what functionality does my vendor	
offer to reflect these factors in the MPF	
Traditional product setup?	
Action Step 2	
Identify simple ways MPF	
Traditional risk appetite can be	
brought into the pricing process	
to manage risk profile on a	
transaction basis.	
For manual pricing processes: set and	
communicate desired loan profile or CE obligation authorities.	
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If using a PPE: leverage the MPF Traditional product setup to manage the	
profile of what loans automatically fit your	
risk appetite.	
Action Step 3	
Determine how you will leverage the absence of LLPAs	
in your rate and pricing	
strategy.	
Improve Margin?	
Improve rate/competitiveness?	

Combination?