



## Accounting Services

The expertise of two Chief Financial Officers (CFOs) is available in affordable customized packages that can augment your current management team. Executives can quickly assess and then immediately take appropriate action using Mortgage Executive Consulting as a resource, partner and advisor at any point in the process.

### Financial Reporting Assessment

Whether your financials and processes are in complete disarray or you are confident you have the best run organization in the industry and need to validate it for yourself or others, Mortgage Executive Consulting can accomplish what you need in record time. After an initial conversation, we can propose an engagement that may include:

1. Strategy Measurement
  - a. Identify and assess corporate strategies
  - b. Determine financial measurement effectiveness
2. Budgeting and Forecasting
  - a. Determine if the Budget reflects the corporate strategies for the current year
  - b. Is the Budget updated with a new forecast quarterly to reflect current expectations for revenue, profits and cash flow?
3. Financial and Operational Information Reporting
  - a. Does management have the information they need at the time they need it to successfully manage the business?
  - b. Determine gaps between financial and operational information needs to make timely decisions and current reports available (daily or weekly KPI dashboards, monthly financial reporting, etc.)
4. Review of monthly financial reporting package to assess
  - a. Quality and extent of information provided
  - b. Balance of financial and operational details
  - c. Comparison to expectations (budget or forecasts) and variance analysis
  - d. Profitability of business segments or product lines
  - e. Reconciliation of GAAP income to operational income
  - f. Analysis of hedging effectiveness
  - g. Identification of potential asset impairment (loss reserves)
  - h. Timeliness of reporting



# Fractional CFO Services

Fractional or part-time CFO services are provided to companies that need the financial leadership of an experienced CFO without the overhead expense of a full time executive. As your CFO resource, we become part of your executive management team. Engagements and solutions can be tailored to the needs of each client. Solutions delivered as part of our Fractional CFO Services may include:

1. Strategy development and measurement
2. Creating and implementing the budget planning process
3. Financial modeling and forecasting of revenue, profits and cash flow
4. Cash flow management
5. Managing banking relationships and negotiating warehouse lines
6. Capital markets expertise, decision support and measurement
7. Operational effectiveness review and recommendations
8. Acquisition or corporate restructuring review, advice and counsel
9. Incentive plan development for executives, managers, loan officers and other key employees
10. Board meeting planning and preparation
11. Communications to investors
12. Financial and operational reporting oversight
  - a. Daily or weekly dashboards and other Business Intelligence platforms
  - b. Monthly financial reporting packages
  - c. FMV accounting for derivatives
  - d. Loan loss reserves
  - e. Loan inventory accounting
  - f. Tax accruals
  - g. Budget/Forecast to actual variance review and comment
  - h. Reconciliation of GAAP income to operational income
13. Policy development and internal controls process mapping
14. Interviewing and recommending accounting staff candidates
15. Vendor management
16. Accounting system review, conversion and implementation

## Other CFO Services

### **Interim CFO Services**

Part time or full time, on location or remote, we can fill the void and help your business get on track and stay on track. Call us the day your CFO or Controller resigns or the day you decide you are going to replace your CFO or Controller so that we can quickly download the information that will soon be walking out your door. We will document processes and work with you on a go forward plan for your business.

### **CFO Training**

For Controllers and CFOs new to the mortgage banking business, we can customize an on the job training program that will extend the capabilities and seasoning of any Controller or CFO in the mortgage banking industry.

### **Full Access Help Line**

For a monthly fee, you can enjoy a CFO resource that is available anytime, anywhere with a guaranteed 2 hour response time for questions, advice and strategies for your company. (Available to clients for which we have previously completed engagements with us)

### **Crisis Management**

We understand many of the problems that mortgage bankers face and we have successfully navigated companies through a variety of challenges. Sometimes it takes a third party to see things clearly and to offer new ideas. We can be the help you in a pinch.

### **Due Diligence**

Companies on either side of an acquisition or merger need help expert assistance to quickly request, assess and complete the tasks needed to go to the next stage. Quick answers save money for all who are involved and thorough due diligence will alert management to surprises lurking on the horizon.