



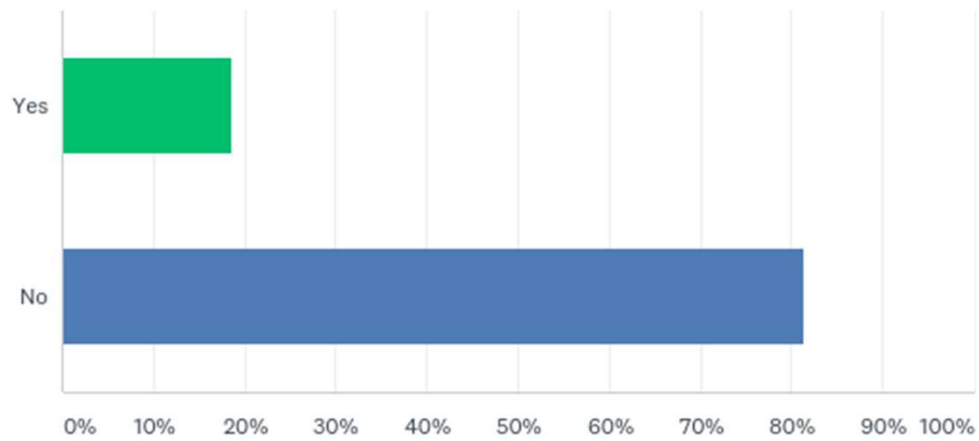
# Digital Mortgage Alliance Survey

Friday, January 19, 2018

Powered by  SurveyMonkey

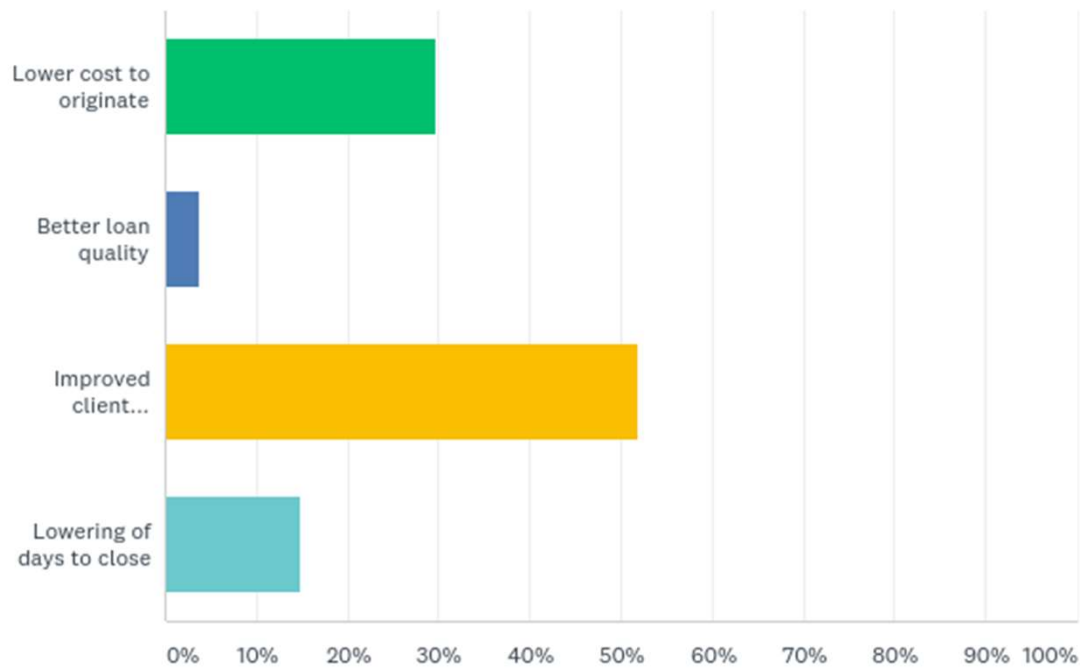
## Q1: Do you feel you have a digital mortgage strategy in place and is fully operational?

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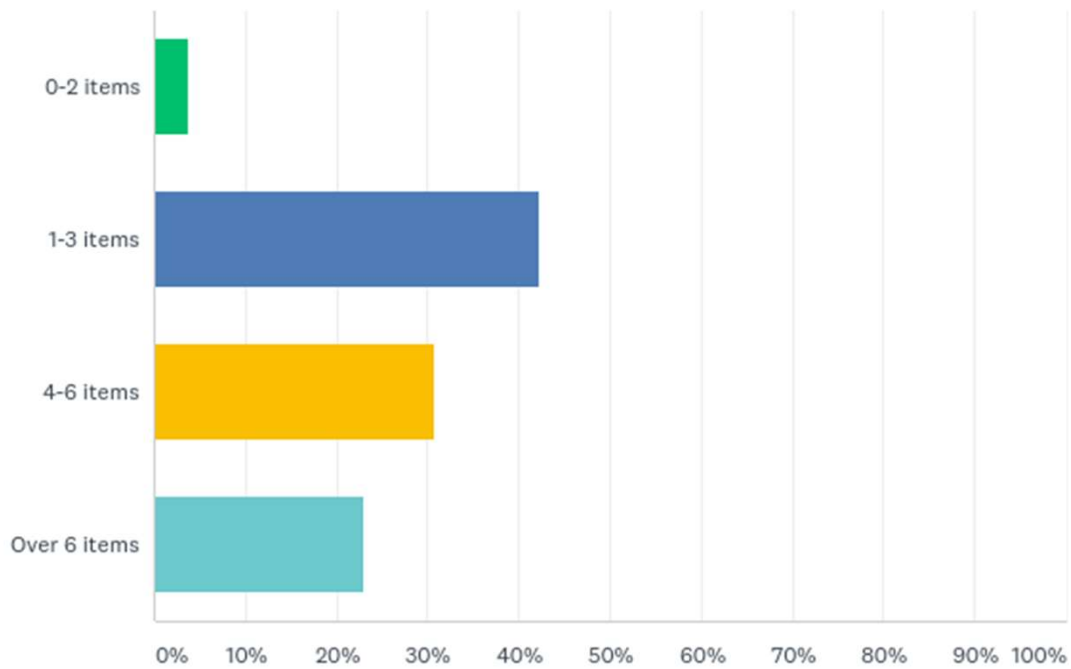
## Q2: What is your ultimate objective in implementing a digital mortgage strategy?

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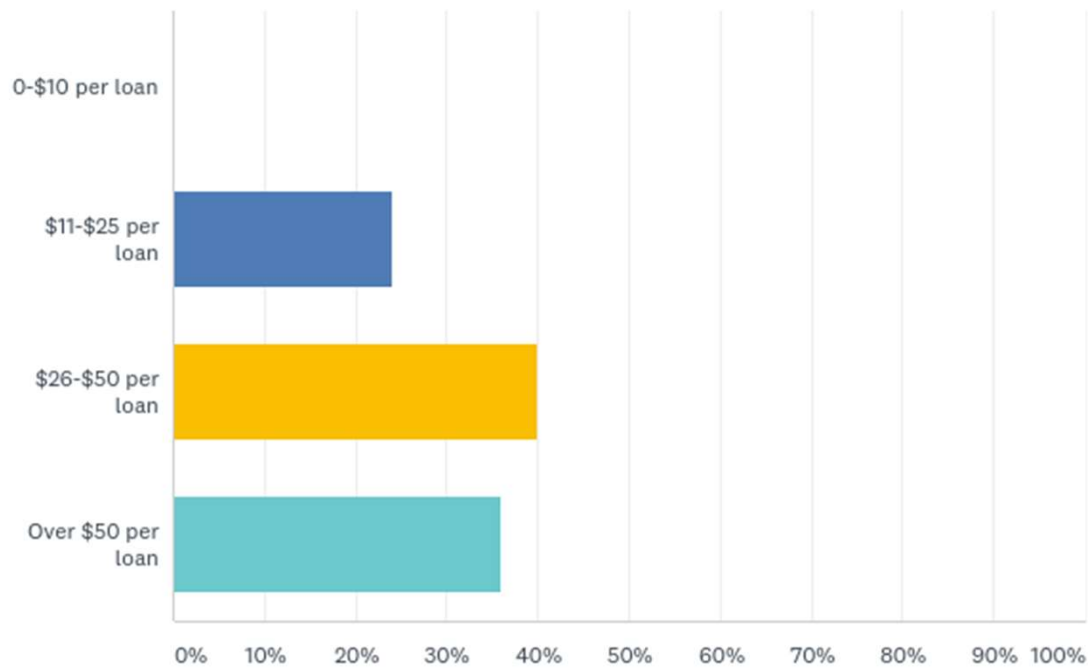
### Q3: How many items are you expecting the client to complete rather than your Sales and Operations teams via your digital mortgage option?

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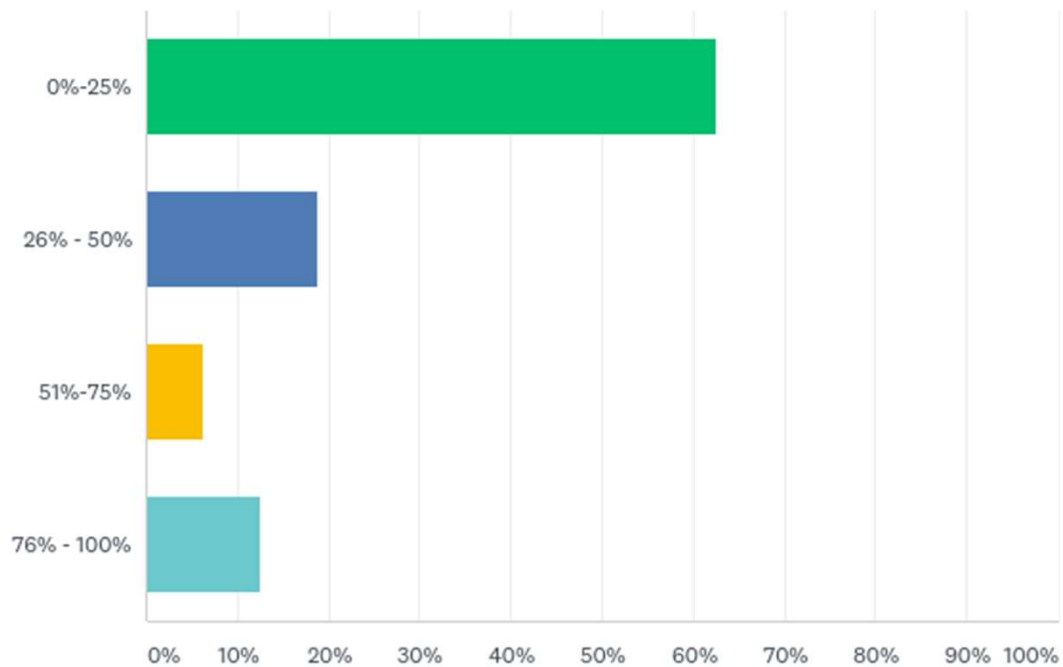
## Q4: What budget are you allocating on a per loan basis for your digital mortgage strategy?

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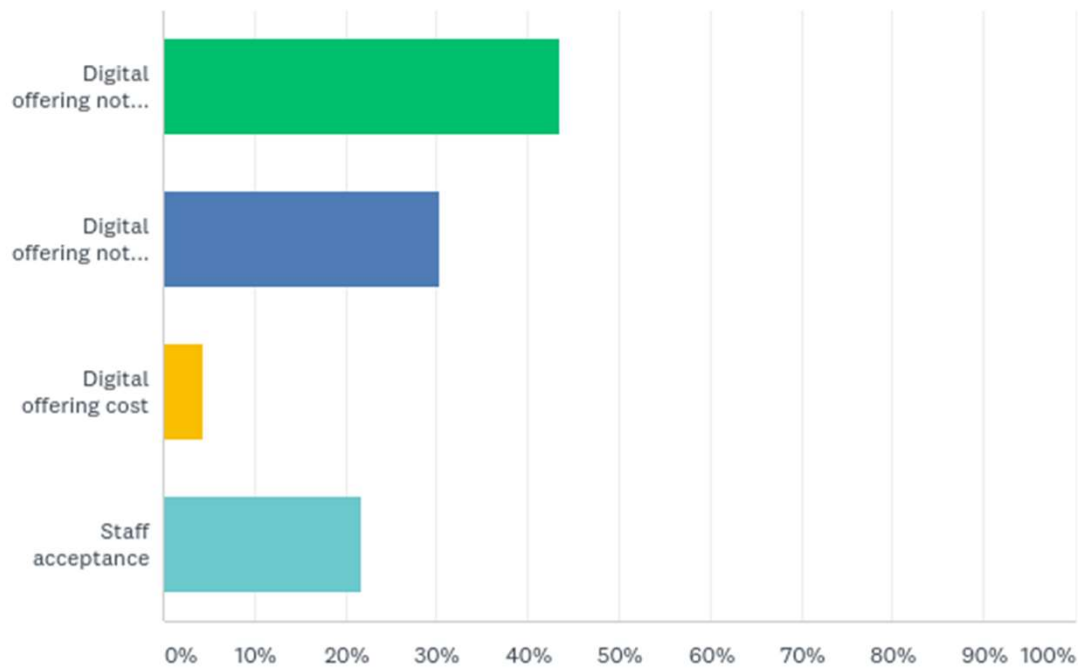
## Q5: For those who have implemented a digital solution, what percentage of completion do you feel the solution is currently operating:

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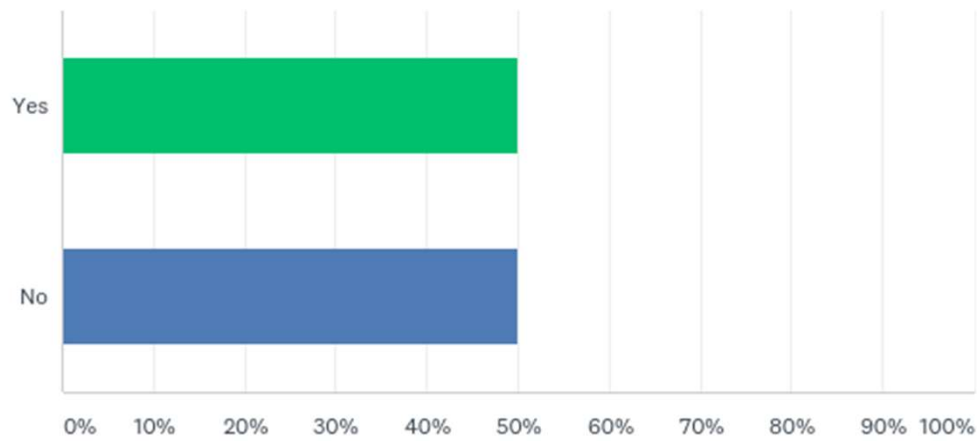
## Q6: What has been the biggest challenge in implementing a digital mortgage strategy?

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## Q7: Do you feel that Fannie Mae Day One Certainty is a requirement for a successful digital mortgage strategy?

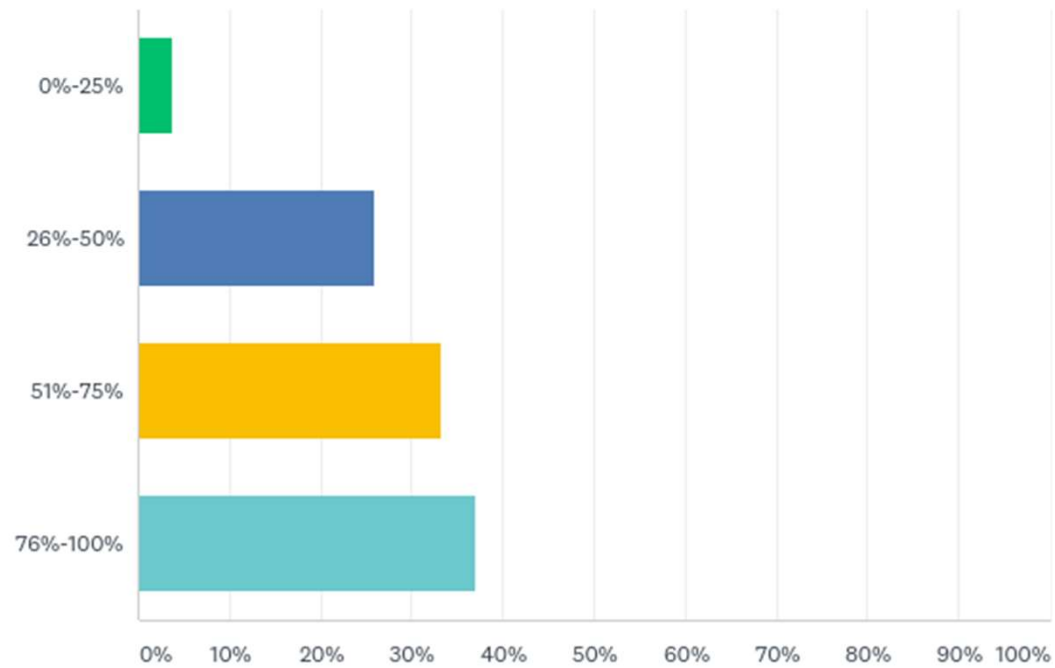
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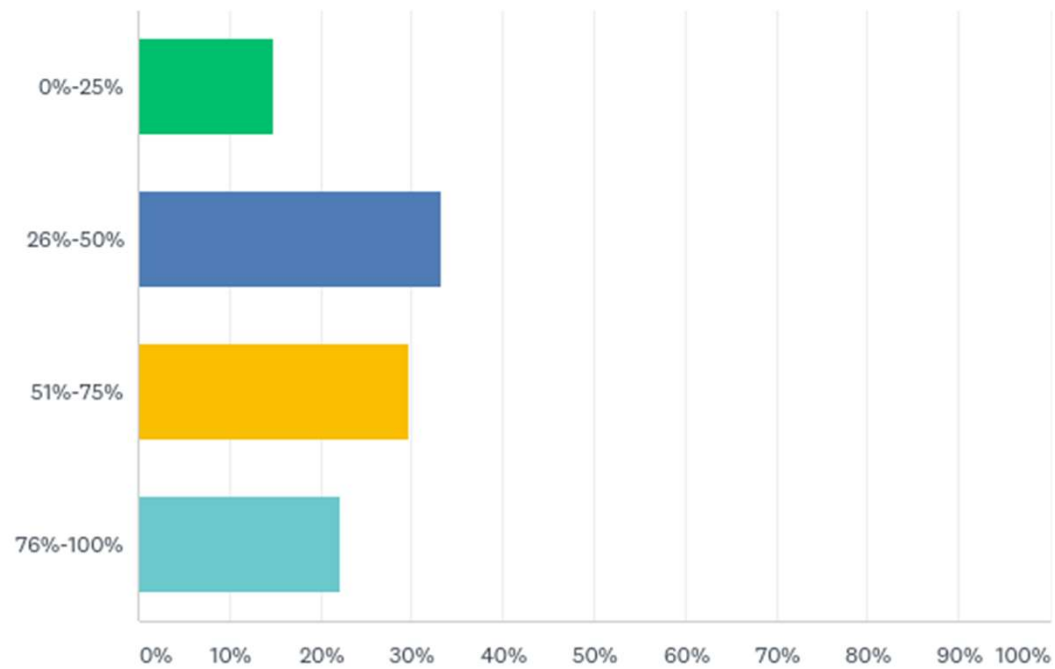
## Q8: What percentage of your business would you like to be originated as a Digital Mortgage?

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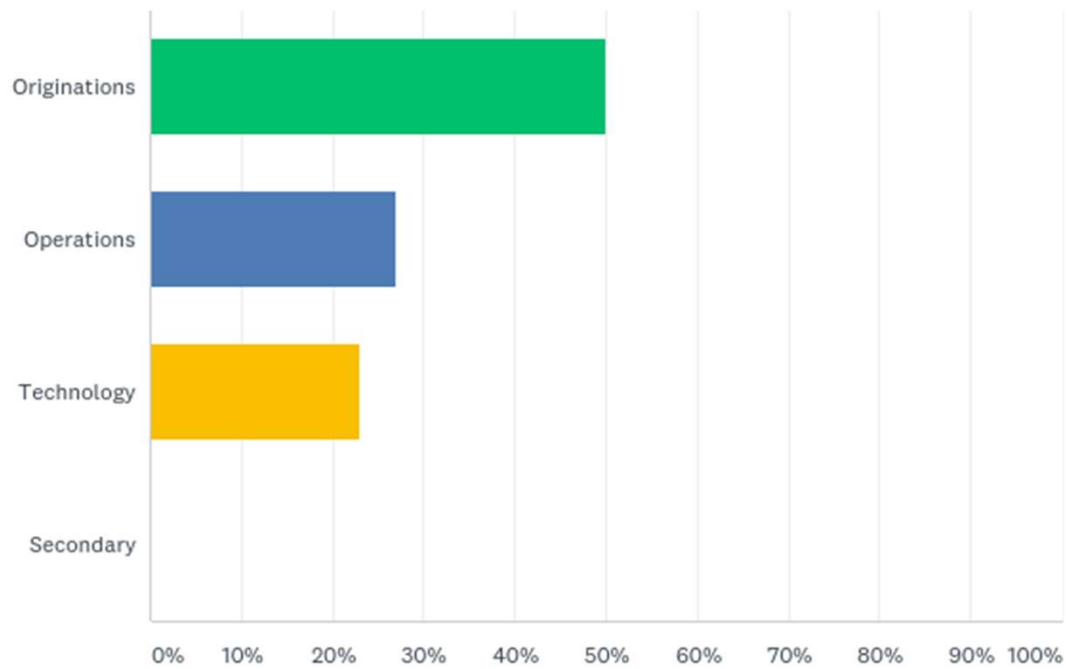
## Q9: What is your expected Loan Officer acceptance/utilization of the digital mortgage offering ?

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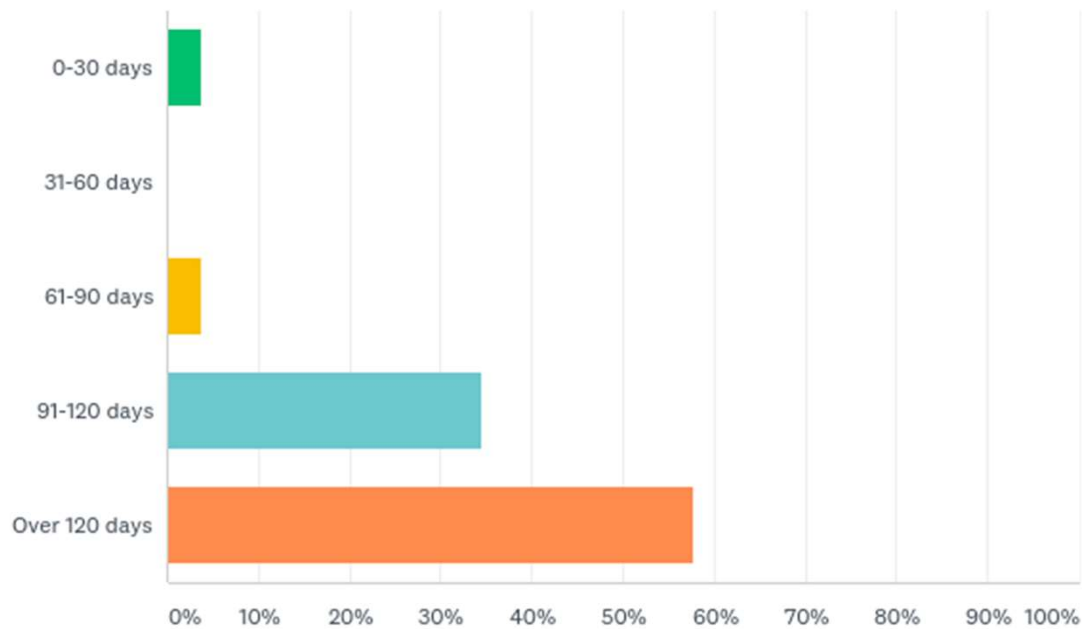
## Q10: At a high level, which department is the most critical department for a successful digital mortgage implementation?

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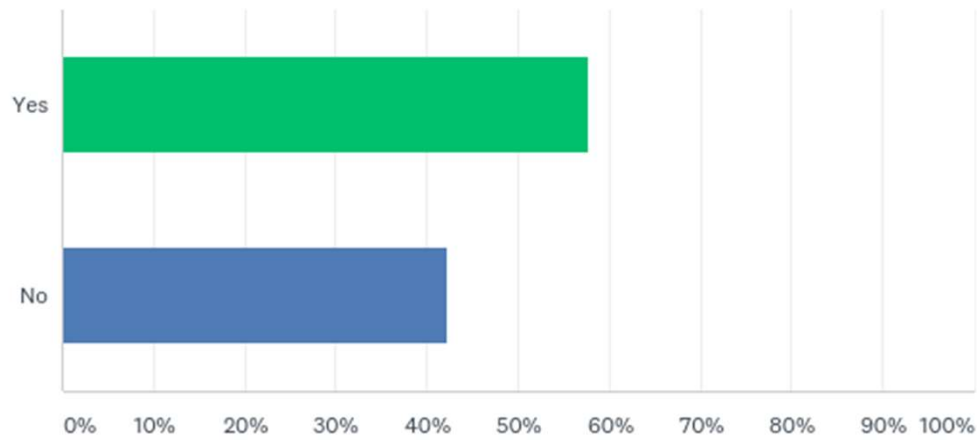
## Q11: What is your estimate of time to determine if your digital strategy is successful?

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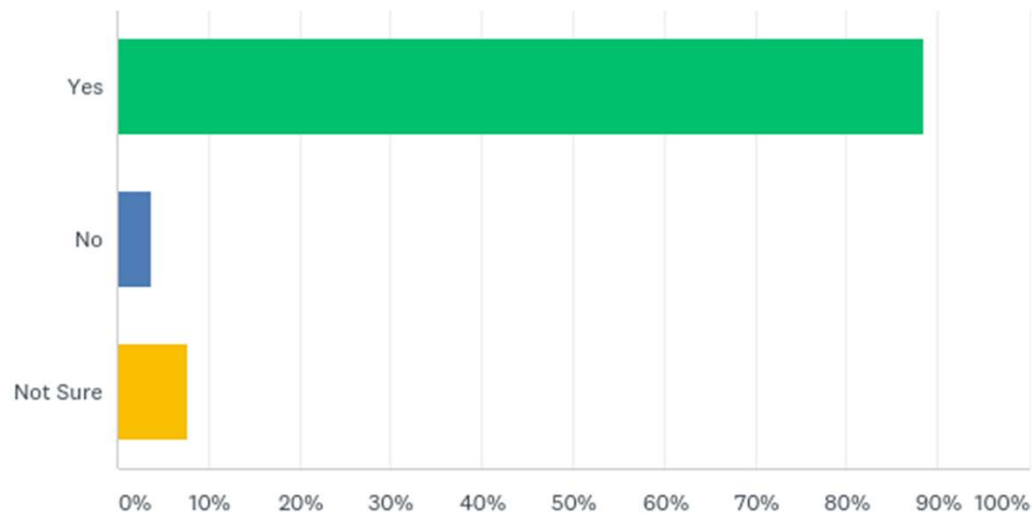
**Q12. If a digital mortgage process costs more to support (than without it) but provides a better customer experience, would you still deem it successful?**

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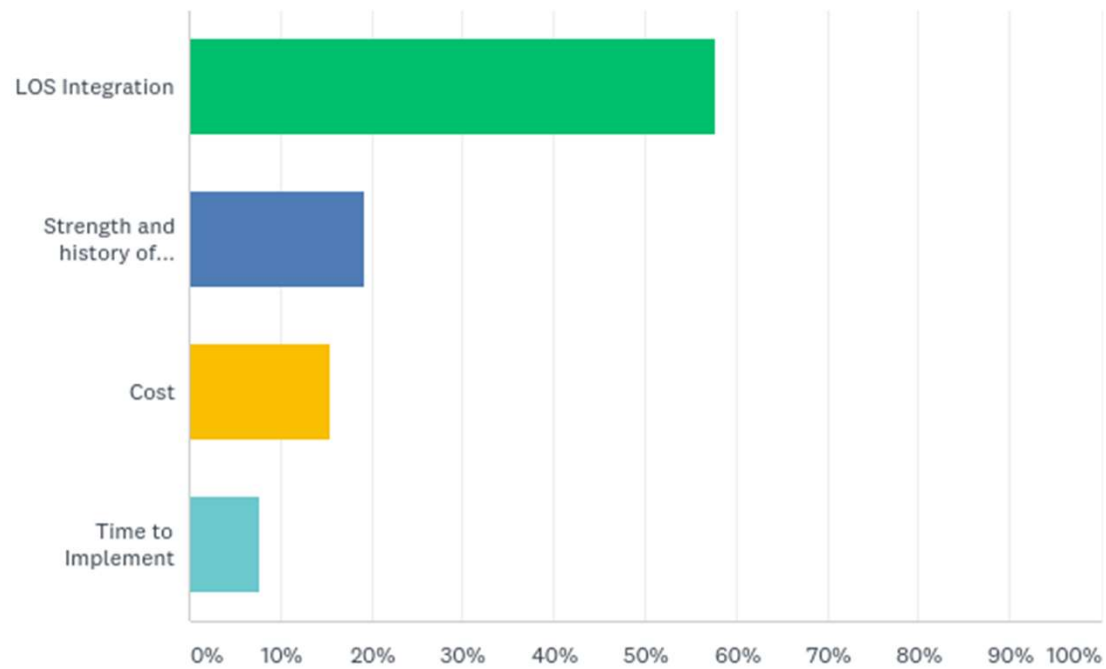
### Q13: Do you feel that your digital mortgage strategy need to include an operational aspect or is it just a front end/originations initiative?

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## Q14: If you are undecided on a digital mortgage vendor, what is the most important item to address with them prior to deciding upon them?

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## Q15: How many employees are you dedicating to support your digital mortgage offering?

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