



catalyst

Loan Participations

**YOUR CREDIT UNION'S RESOURCE FOR
BUYING OR SELLING LOANS**

What is the Catalyst Corporate Loan Participation program?

The Catalyst Corporate Loan Participation Program is a cost-effective outlet for credit unions to buy or sell loans. Available nationwide, it provides a comprehensive, one-stop shop approach to every aspect of the loan participation process, making it easy and convenient for all parties.

The goal is simple – to bring together credit union originators that want to sell loans with credit union buyers that want to purchase an interest in a pool of loans. The Catalyst Corporate Loan Participation Program does just that, and much more!

This comprehensive program fills an important need for credit unions in the management of their balance sheets and diversification of their loan portfolio, while allowing these valuable assets to remain in the credit union industry. Even more so, the Catalyst Corporate Loan Participation Program provides numerous turnkey services including packaging and marketing loan pools, hosting due diligence information in a secure environment and monthly remittance and reporting services after the transaction is completed.

THE BENEFITS

- STANDARDIZED PROCESS
- ONE-STOP SHOP PROGRAM
- COMPREHENSIVE TURNKEY SERVICES
- ENHANCED FINANCIAL PERFORMANCE
- RISK MITIGATION
- BALANCE SHEET MANAGEMENT
- LOAN PORTFOLIO DIVERSIFICATION
- DETAILED DUE DILIGENCE



TAKING LOAN PARTICIPATIONS ONE STEP FURTHER.

A comprehensive program with detailed due diligence

From start to finish, Catalyst Corporate assists with each stage of the loan participation process and serves as a trusted resource. Catalyst Corporate will prepare the offer for sale and assist with pricing, taking into account the specific terms, current market and other factors.

A comprehensive package of due diligence information is compiled which includes policies, procedures, and the entire portfolio of loan files, or a random sample for larger portfolios. Catalyst Corporate then hosts the due diligence information on a secure website for buyer retrieval and review, manages the execution of contracts between the seller and each buyer and processes the settlement transactions.



SELLER BENEFITS

- ENHANCE LIQUIDITY
- INCREASE LOAN-TO-SHARE RATIO
- DIVERSIFY ASSETS

BUYER BENEFITS

- INCREASE LENDING INCOME
- REPLENISH LIQUIDITY
- PACKAGED DUE DILIGENCE

THE KEY FEATURES/SERVICES:

- LOAN POOL ANALYSIS, PACKAGING & MARKETING
 - DUE DILIGENCE DATA COLLECTION
 - SECURE DUE DILIGENCE HOSTING
 - OFFER PREPARATION
 - PRICING ASSISTANCE
 - CONTRACT EXECUTION
 - SETTLEMENT PROCESSING
- MONTHLY REMITTANCE & REPORTING

THE PROCESS.

1

Consult with sellers to discuss needs and objectives and review program requirements and processes.

2

Obtain loan data file to stratify and select the loans; define the participation terms and assist with pricing.

3

Gather due diligence information and upload to TranZact for buyer review in a secure environment.

4

Market to prospective buyers, execute confidentiality agreements, provide access to due diligence for review and obtain purchase

5

Manage execution of loan participation agreements and settlement transactions.

6

Provide monthly remittance and reporting services that include determining allocations, preparing reports and processing monthly payments to buyers.

LEARN MORE.

Catalyst Corporate can provide expert assistance in evaluating your credit union's existing checking account structures, segmenting and ranking your member account relationships. Armed with this information, the credit union and Catalyst Corporate can structure checking accounts with appropriate levels of benefits. Catalyst Corporate also helps the credit union develop a new accounts launch plan and marketing plan.



For more information on how your credit union can reward members and generate fee income through the Catalyst BaZing rewards checking program, contact your Catalyst Corporate account executive at contactus@catalystcorp.org or 800-442-5763.

BaZing is offered in partnership with Nashville, TN-based StrategyCorps.

CONTACT US.

Catalyst Corporate Federal Credit Union
6801 Parkwood Boulevard • Plano, Texas 75024
contactus@catalystcorp.org • 800.442.5763
catalystcorp.org



catalyst