



The Art of Making Your Pitch: The Do's and Don'ts from the Investor and Originator Prospective

MODERATOR

Larry Chiavaro, First Associates

SPEAKERS

Ray Chan, Atalaya

Stephanie Klein, Braviant Holdings

Fred Wang, Hudson Cove

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MONDAY, OCTOBER 8

4:05 PM

Forum Session

[Fintech Lending Perspectives]

Michigan Room

The Art Of Making Your Pitch: The Do's and Don'ts From The Investor and Originator Perspective



Moderator: Larry Chiavaro, EVP
First Associates Loan Servicing



- Fred Wang, Hudson Cove



- Ray Chan, Atalaya



- Stephanie Klein, Braviant Holdings



Our Solutions



Primary Loan Servicing

- Low-risk, cost-effective loan servicing strategies
- One-call resolution & proactive dialogue
- Reduced delinquencies & defaults
- 'Private labeling' to make our team a seamless extension of your brand
- Rapid results & scalability from a Morningstar ranked partner



Capital Markets Support

- 30+ years of experience & establishing relationships
- Backup Servicing
- Contract Verification
- Borrowing Base Calculation & Verification
- Custodial Services
- Treasury Services



Call Center Support

- Live agent call centers - inbound, outbound, voice, text, social & chat
- Lead generation & key business insights
- Nearshore & Onshore call centers to fit your business model & budget
- Customer service support across any asset class

Clients



I. How does a platform raise debt capital?



How does a platform raise debt capital?

- Research and know the market in advance
- Data room ready
- Know your loan tape
- Run a disciplined process and coordinate your outreach timing and deadlines for term sheets

II. What are lenders looking for to partner with an originator/platform?



What are lenders looking for to partner with an originator/platform?

Before You Start:

- Data
- Management Presentation
- Regulatory Review
- Reporting and Cash

III. How does an originator start the process to raise a debt facility?



How does an originator start the process to raise a debt facility?

- Capital Markets
- Counsel
- Business Model
- Portfolio Performance/Servicing