

INDUSTRY INNOVATIONS SESSION DESCRIPTIONS

FROM ORIENTATION TO COLLECTION: MAXIMIZING THE VALUE AND RECOVERY OF DEFAULTED ACCOUNTS

There is no one-size-fits-all when determining your strategy for dealing with defaulted accounts. Experts on this panel will explain the various options. Once you have determined your strategy, managing the debt sales process can be a complex maze to navigate – from preparing your data and documents, to selecting a buyer-partner who compliments your organization and preserves its reputation, to identifying applicable regulatory requirements, to managing post-sale deliverables. Additionally, panelists will dig into the characteristics and preferences of the fintech consumer. You will leave with actionable steps you can take to immediately implement into your collection strategy and improve consumer interaction and repayment rates, along with key considerations to evolve your longer-term roadmap and strategic plan.

CREATING CERTAINTY IN UNCERTAIN TIMES

The current economic headwinds have given many lenders pause. Will inflation finally come down? Will we officially enter a recession? During times of economic uncertainty lenders typically tighten underwriting, often reducing lending to the most vulnerable consumers. But that doesn't have to be the case. In this session, we'll explore how new technologies in marketing, personalization, and underwriting have given lenders more control and transparency than ever, and how alternative data continues to provide consumer-level insights that were previously impossible. By leveraging these tools, lenders can be more precise than ever in their responses to economic uncertainty.

LENDING IN TURMOIL: TACTICS TO WIN AND GROW DURING A RECESSION – SCALING YOUR PORTFOLIO IN A RECESSION

In the wake of the COVID global health crisis, fallout mounts across the financial sector, and recession is the reality. The loan acquisition and portfolio-building strategies of five years ago aren't delivering the same results. What is the essential blend of strategies and tools that every lender requires to guarantee success? The backbone of this strategy lies in a predictable, repeatable, scalable, modeled scientific approach to pre-screened credit targeting and omni-channel campaign deployment with a careful eye to the real time performance indicators in terms of acquisition and risk. The secret to achieving an evergreen lending portfolio is the ability to follow the evolution of consumer needs through long-term supply and demand cycles. This panel will discuss key indicators pointing to a paradigm shift and the key elements needed to dial-in evergreen growth in lending.

HOW AI IS CHANGING THE FINANCIAL SERVICES LANDSCAPE

AI and machine learning are creating opportunities and challenges in financial services. Hear from a panel of LEND360 experts as they discuss new ways that these ever-growing technologies are changing business practices bringing digital innovations, new business models, and ecosystem partnerships that are helping companies become nimble and responsive to evolving customer demands.

BIG DATA: MINING FOR GOLD IN THE ONLINE LENDING MARKET

Today data is being generated at an unheard-of scale opening new opportunities for savvy businesses to mine data for insights, spinning the information into marketplace gold. The scale of data growth is unprecedented and astonishing. Join a panel of LEND360 experts as they discuss how capturing and analyzing data has become a critical activity that, when done correctly, offers new business growth possibilities.