



*www.graystonesolutions.com*

## **GRAYSTONE POSITIONED FOR DEFAULT MANAGEMENT**

Many investors are targeting defaulted loan pools. Investors have capital to invest but require a solution that is able to provide full default management and servicing support. Graystone satisfies your need.

### **Graystone is your Solution.**

Graystone has a service model immediately available, that provides you with the flexibility, brand independence and resource support that you require. Graystone works with a variety of third party vendors to provide a complete default management solution: from general collections through loss mitigation, foreclosure and REO processing.

Regardless of your portfolio size or business cycle fluctuations, an outsourced servicing approach, leveraging the online, real-time power of the Fiserv Loan Servicing Platform through Graystone Solutions, is your best choice.

### **Graystone Has a Variety of Deployment Models to Choose From**

**Application Service Provider.** Via Internet access to the Fiserv Loan Servicing Platform through Graystone Solutions, you control all servicing functions – without the expense of full system ownership, integration, infrastructure or maintenance.

**Shared Servicing.** Complement your core front-line capabilities with the technical performance of the Fiserv Loan Servicing Platform and private label, back-office processing by Graystone Solutions on a select functional basis.

Determine the specific servicing functions that you want to perform with your in-house staff and those which would be more efficiently performed through an outsourced model. *YOU* are in control and pay only for the services that you use.

**Total Outsourcing.** Capture the efficiency and economy of complete, end-to-end, private label loan servicing and administration, including customer touch points and complete back-office processing through Graystone Solutions.

**Graystone Solutions** has partnered with Fiserv since 1990, leveraging the Fiserv Loan Servicing Platform to support its private label subservicing business for mortgage companies, community and national financial institutions, housing agencies, loan servicing aggregators and default management companies.

**Contact** David Miner, EVP, Graystone Solutions at (978) 402-0225 or [dminer@graystonesolutions.com](mailto:dminer@graystonesolutions.com) to discuss the value of shared and outsourced servicing and administration and how we can work together to allow you to best obtain your Ginnie Mae lending and servicing objectives.