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CU Members Mortgage Announces 2011 Scorecard Winners

Winning credit unions excel in tough lending market via enhanced progress, effectiveness, and quality of their mortgage programs – along with marketing practices and training attendance.

DALLAS, TX – October 14, 2011 – Despite the recent challenges in the mortgage lending market, CU Members Mortgage has recognized five of its credit union partners that have exceeded with great achievements in their mortgage departments this fiscal year 2010/2011. These achievements were based on CU Members Mortgage’s scorecard process that evaluates the winning credit unions’ mortgage departments. Five credit union partners were honored for their mortgage lending achievements and include:

- **Greater Texas Federal Credit Union** (2010/2011 Elite Partner’s Club MEI)
- **Riverland Credit Union** (2010/2011 Elite Partner’s Club MEII)
- **Eli Lilly Federal Credit Union** (2009/2010 Elite Partner’s Club MEIII)
- **Security Service Federal Credit Union** (2009/2010 Elite Partner’s Club MEIV)
- **Sandia Area Federal Credit Union** (2010/2011 Elite Partner’s Club Marketing Achievement)
- **League of Southeastern Credit Unions** (2009/2010 Elite Partner’s Club Top Credit Union League)
- **Eli Lilly Federal Credit Union** (2009/2010 Elite Partner’s Club Top Overall Credit Union)

These awards were presented based on the credit unions’ scores achieved using CU Members’ Scorecard. This scorecard process was developed to emphasize how credit unions can evaluate their progress, effectiveness, and quality of their mortgage program.

The scorecard takes into account factors such as the ratio of home loans that are purchased compared to home loans being refinanced, average borrower FICO scores, a low percentage of early payoffs, and a scant default ratio. Additionally, credit unions score points for innovative marketing initiatives and attending educational training sessions.

“As the economy continues to flounder, these credit unions have performed on the opposite end of the spectrum – excelling in a time when many are not,” says Linda Clampitt, Senior Vice-President of CU Members Mortgage. “That’s why we’re excited to honor them because they have exceeded in a tough mortgage lending market when they are against some formidable odds. Instead of scrambling during these tough times, they have stepped up and provided their members with a great service that without a doubt has increased their value.”

CU Members Mortgage is proud to recognize these scorecard winners for their work to build mortgage lending programs at their respective credit unions. Winners receive a trophy in honor of their achievement.

About CU Members Mortgage

Founded in 1982 as a division of Colonial Savings, Dallas-based CU Members Mortgage provides comprehensive mortgage services to more than 1,000 credit unions, CUSOs, and leagues nationwide. CU Members Mortgage originates more than \$2 billion in FHA, VA, and conventional loans each year. With a portfolio of \$14 billion, it is one of the largest servicers of mortgage loans in the United States. Advanced technology, including a dedicated website with an online mortgage application that delivers confirmation in minutes, makes CU Members Mortgage one of the industry’s leading resources for mortgage services. The company is privately held and has branches located nationwide. For more information, visit: <http://www.cumembers.com>.

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