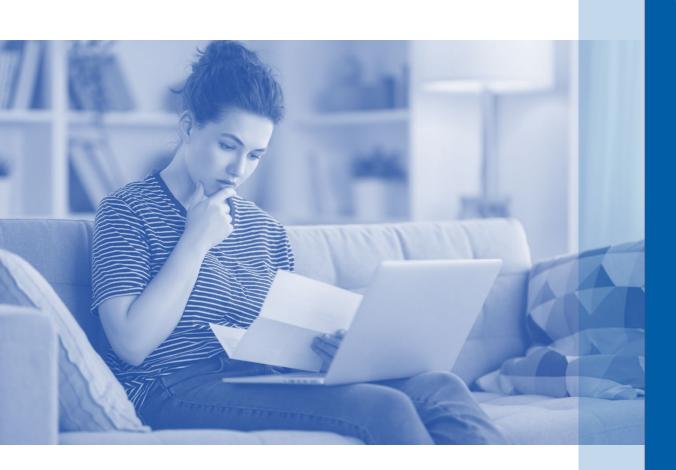


MEMBER SERVICES CALL TYPES

LOAN QUESTIONS





Loan Questions

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Loan Questions

Purpose

This job aid outlines the system requirements and procedures used by Member Services to receive and resolve member phone call questions involving **Consumer Loans**.

DNA is used to process <u>internal</u> consumer loan payments, payoffs, and various loan management tasks. Internal consumer loans are owned and processed by Georgia's Own. These consumer loans accept payments and payoffs from a Georgia's Own checking, savings, or money market accounts.

SWBC is an <u>external</u> ACH origination system used to process single-time Georgia's Own loan payments coming from financial institutions outside of Georgia's Own. Example: A member has a loan with us and wants to pay on it from an account at USAA.

Note: Refer to the *Loan Payments Job Aid* for detailed information on the **Loan Payments** process. **Meridian Link** is a system through which a MSR can check on the status of a new loan application. To view the topics covered in this Job Aid, refer to the Table of Contents.

The following Loan Questions will be addressed:

- How can I change my loan due date?
- What is my loan payoff?
- How can I make a principal-only payment?
- How do I get a loan advance for Cash Now and LOC loans?
- Why do I have late fees and explain grace periods?
- How can I get a payment reversal?
- How can I prepay my loan?
- What is Collateral Insurance?
- Why is my loan delinquent?
- What is my loan application status?
- How can I apply for a Payment Holiday?
- How can I order a coupon book?
- How can I apply for a new mortgage loan?
- How can I apply for a loan / a refinance?
- What are the current interest rates for consumer loans?
- How is interest on consumer loans calculated?
- When will I receive the title?

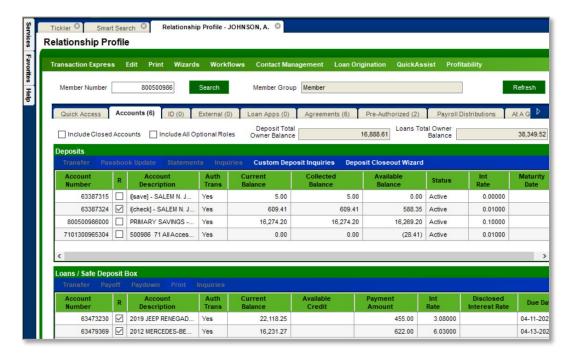




Loan Questions

How to Change a Loan Due Date

- Bring up member Relationship Profile in DNA. Active loans are displayed In the Loans/Safe Deposit Box grid which includes Due Date.
- 2. Ask the member the loan number or to point out the loan displayed in the grid.
- 3. Inform the member of the loan **Due Date** as displayed.



- 4. Inform the member of the following information:
 - The member must submit a written request to change a consumer loan Due Date. The request can be sent via Online Banking messaging or by fax to Member Services.
 - The Due Date for a Line of Credit cannot exceed the 20th of each month. The Due Date for a Personal or Auto Loan cannot exceed the 25th of each month.
 - Credit Card and Mortgage loan Due Dates cannot be adjusted.
- When Member Services receives the written request from the member, forward it by email to Loan Servicing Inquiries for review and processing.





Loan Questions

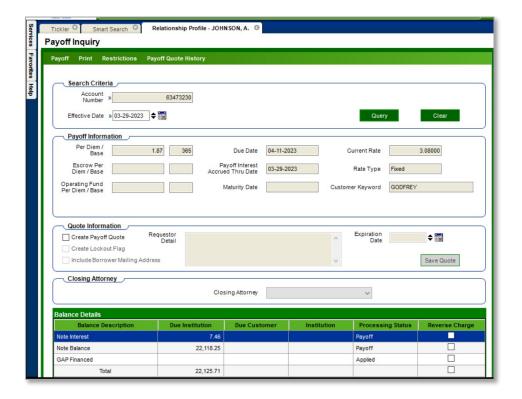
Loan Payoff Amount Quote

MSR can research a Loan Payoff amount in DNA.

- 1. Open Relationship Profile in DNA.
- 2. Highlight the loan and click the **Payoff** button.



- 3. On the Payoff Inquiry screen, enter an Effective Date.
- 4. Click Query for the Payoff amount.

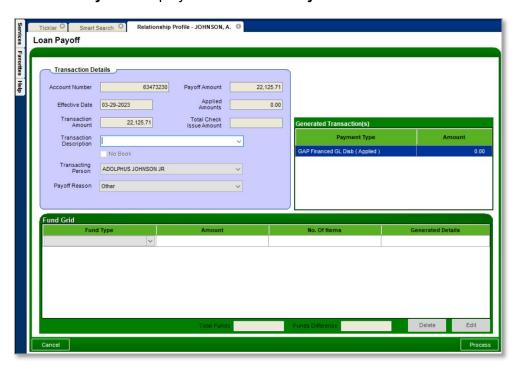






Loan Questions

The Loan Payoff is displayed on the Loan Payoff screen.



- 5. Review **Transaction History** for the previous month to determine if a **Member Protect Plus (MPP)** was added to the loan.
- 6. If the **MPP** premium has been added to the loan, and the payoff is carrying over to the following month, add the previous month's premium amount to the **Payoff** amount.

Note: The **Payoff** amount is only good through the date elected.

Note: If a member requests a **Home Equity** loan **Payoff**, forward the request on the member's behalf by email to your Team Lead for review and processing.





Loan Questions

Principal Only Payments

Because consumer loans are simple interest loans, the interest accrues daily. To make a successful **Principal Only**

interest-free loan payment on the member's behalf, MSR must understand and follow the process below:

- The member makes his regular monthly loan payment on the due date. (Payment 1).
 A regular monthly payment includes interest which has accrued since the last payment.
- 2. The member wants to also make a **Principal Only Payment** on the same loan. A **Principal Only Payment** is a lump sum payment with no interest added that is applied only to the loan principal.
- 3. **Important:** To avoid interest being added to a **Principal Only** loan payment, this payment (Payment 2) must be made and posted on the **SAME DAY** that the regular payment (Payment 1) was made.
- 4. If no interest is due, any additional payment amounts will be applied to the loan principal. Both payments will be visible and applied correctly on the loan account if made the same day.
- 5. **Note:** If a single **Principal Only** payment is attempted on any other day of the month, daily interest will have accrued since the last payment, and will automatically be added to the payment amount. This payment **WILL NOT** be applied to the **Principal**.
- 6. **Note:** One exception for **Principal Only** payments is mortgages. There is an option in **DNA** to make a payment to principle for mortgages. Contact a Team Lead for assistance.
- 7. **Note**: Refer to the *Loan Payments Job Aid* (page 17) for how to create consumer loan payments in **DNA** by processing a transfer.



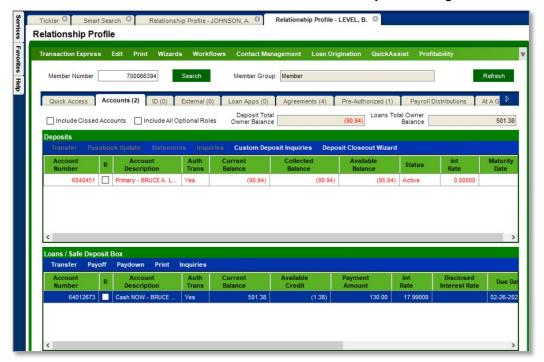


Loan Questions

Loan Advances

Cash Now Loan Advance

- 1. Access Relationship Profile in DNA.
- 2. Confirm the loan Current Balance in the Loans/Safe Deposit Box grid.



Note: To process a **Cash Now Loan Advance**, the **Current Balance** must be at least \$25.

If funds are not available, the MSR will connect the member with an Onboarding loan officer. If funds are available, the MSR will process the **Loan Advance** in **DNA**.

Note: Refer to the *Loan Payments Job Aid* (page 17) for how to create consumer loan payments in **DNA** by processing a transfer. Members can also process a **Loan Advance** themselves in **Online Banking**.





Loan Questions

Line of Credit Loan Advance

Line of Credit Loan Advances are done in \$100 increments.

Note: To process a **Line of Credit Loan Advance**, the **Current Balance** must be at least \$100.

- If funds are not available, the MSR will connect the member with an Onboarding loan officer.
- If funds are available, the MSR will process the Loan Advance in DNA.

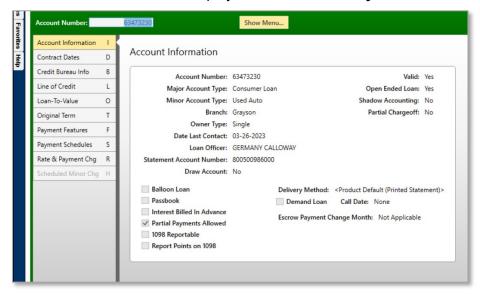
Note: Refer to the *Loan Payments Job Aid* (page 17) for how to create consumer loan payments in **DNA** by processing a transfer. The member can also process a **Loan Advance** himself in **Online Banking**.

Late Fees and Grace Periods

The **Grace Period** for consumer loan payments is 9 days after the payment **Due Date**. **Late Fees** are processed on the 10th day after the **Due Date** and added to the loan.

If a member is requesting a **Late Fee** refund, forward the request to your Team Lead for approval and processing.

- 1. Bring up Relationship Profile in DNA.
- 2. Double click the loan in the **Loans/Safe Deposit** grid. This brings up the Loan **Account Information** screen.
- 3. Click **Show Menu** button to display **Transaction History**.

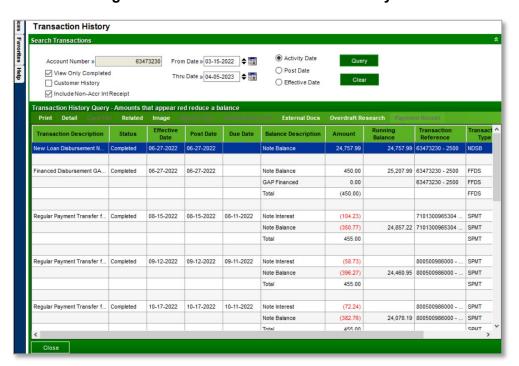






Loan Questions

Loan Late Charges are visible on the Transaction History screen.



Payment Reversal

If a member requests a **Reversal** of an already posted loan payment, first forward the request by email to a Team Lead for approval, who will forward the approved request to the Loan Servicing Inquiries group for processing.

Pre-Pay a Loan

If a member wants to pre-pay a consumer loan, they can pay any amount on the loan, but the **Due Date** can only be advanced up to 3 months. In other words, the next regular loan payment will be due in 3 months regardless of the pre-paid amount. **Exception:** Home Equity and Line of Credit loans.

The members can process a pre-pay themselves in **Online Banking**. The MSR can process a pre-pay in **DNA** as a transfer of funds.

Note: Refer to the *Loan Payments Job Aid* (page 17) for how to create consumer loan payments in **DNA** by processing a transfer. The pre-payment amount should be divided by 3, and then (3) transfers will be created.





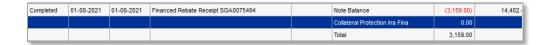
Loan Questions

Collateral Protection Insurance (CPI)

Vehicle loan contracts stipulate that the owner of the loan must provide proof of insurance on the vehicle and keep the insurance in good standing. If the member insurance is valid, **Collateral Protection** coverage is not forced on the member, but if the member fails to get and keep valid insurance, the lender (Georgia's Own) is within its rights to add a **CPI** policy to member loan payments. We require full insurance coverage on the loan at all times to mitigate our risk.

A member may notice that there is an amount added to his consumer loan balance, and then calls Member Services for an explanation. Common reasons for the added **CPI** are that the member has a new insurance policy on the vehicle, but has neglected to notify Georgia's Own, or their insurance policy has expired.

1. View **DNA Transaction History** to determine if **CPI** has been added to the loan account.



 If the increased loan balance is Collateral Protection Insurance, access the Evans Simpson website for additional information to guide the member with next steps to resolve the situation. https://webapps.evans-simpson.com/LoanGuard/default.asp.
 The member can call the Evans Simpson phone number.

Note: If the member believes the **CPI** was added in error, contact a Team Lead for assistance.





Loan Questions

Loan Delinquency

A Georgia's Own loan is considered delinquent the day after the payment due date if payment has not been made. The MSR will research the delinquency in **DNA** on behalf of the member.

- 1. Access the Relationship Profile in DNA.
- 2. Double click on the delinquent loan to open **Account History**. **Note**: Delinquent loans are displayed in **RED** text.



3. Click the **Show Menu** button to view **Transaction History**. View on-time and late loan payments, and other transactions in **Transaction History**.

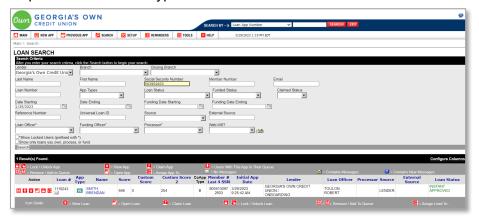
Loan Application Status

The MSR can view a Loan Application Status in Meridian Link.

1. Click Quick Inquiries on the Black Bar on top of Relationship Profile in DNA.



- 2. Click **MERIDIANLINK** on the drop-down menu. This will cause **Meridian Link** to load.
- 3. Select the Search tab.
- 4. Drop-down to the loan type.







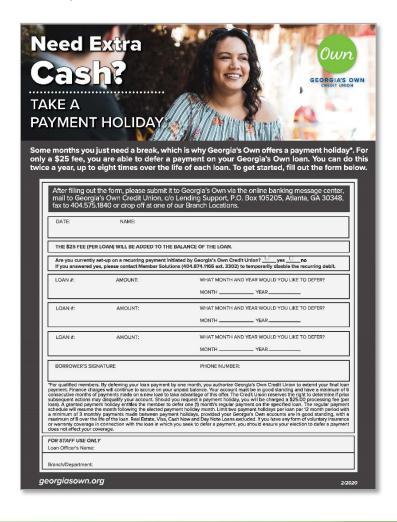
Loan Questions

Payment Holiday

Georgia's Own offers a **Payment Holiday** benefit that allows qualified loan owners to defer a payment on their Georgia's Own loan. For a \$25 fee, the member can do this twice a year, up to eight times over the life of the loan.

MSR's will direct the inquiring member to the **Payment Holiday** online application form on Georgia' Own website, at www.georgiasown.org. To access the form, follow this website path: Resource Center>Financial Forms>Payment Holiday Form.

On the form, the member can determine **Payment Holiday** qualifications, can fill out the form, and submit it for approval. The Loan Servicing Inquiries department should respond to the request with a decision by email, using the address provided on the completed form, within 24-48 hours. If the member has not been notified within this time frame, the MSR can email Loan Servicing Inquiries on the member's behalf, requesting a status. Loan Servicing will contact the member with a status response.







Loan Questions

New Mortgage Inquiries

MSR will obtain member name and contact information and send an email to the MLO of the day. Be sure to check your email to see who to send it to.

New Loan or Refinance Application Inquiries

MSR will greet the member on the phone and then warm transfer the call to Onboarding at extension 4026. If you are unable to reach a loan officer with the Onboarding Team, send the team an email with the member's name and contact information at OnboardingStaff@georgiasown.org.

Loan Interest Rates

All consumer loans are simple interest loans, and the interest is calculated daily on the current principal balance. MSR can view the loan principal balance and interest rate in **DNA**.

- 1. Access member **Relationship Profile** in **DNA**.
- Scroll down to the Loans/Safe Deposit Box grid to locate the loan in question. Detailed loan information, including Current Balance and Interest Rate, is displayed.



The member can determine current interest rates by visiting the Georgia's Own website to locate the **Loan Rate Sheet**. The rate sheet is also posted on the **HUB** for MSR use at **Job Aides** > **Loan Rate Sheet**.

Loan Interest rates can fluctuate daily, so the **Loan Rate Sheet** is updated in both locations frequently.

Members may elect to purchase the **Member Protection Plus (MPP)**, which can be attached to a consumer loan. **MPP** is an ancillary product that provides various loan protection options for the member loan. Usually elected at the time of loan closing, **MPP** can be added to the loan at any time if the loan balance allows. The loan would need to be refinanced to add **MPP**. Detailed information on **MPP** is available on Georgia's Own website.





Loan Questions

Loan Payments Using SWBC

Refer to Loan Payments Job Aid for instructions on processing SWBC payments.

Recurring Loan Payments

Refer to Loan Payments Job Aid for instructions on setting up Recurring Loan Payments.

Receiving Vehicle Titles

The vehicle title is usually mailed to the member address on file within 7-10 days after the loan is paid in full. It may take longer to receive the title if the member chose to pay off the loan using non-guaranteed funds.

If the loan payments have been automated, when the loan is paid in full and the address is validated, the title will automatically release from Georgia's Own electronic system. *If member pays off loan through SWBC, the title will be delayed by 90 days.

If the member has yet to receive the title after paying the loan in full, the MSR can assist. MSR will validate with the member that the mailing address is correct.

MSR can send an email inquiry on the member's behalf to <u>CollateralInquiries@georgiasown.org</u> to determine if the paid-off loan has been released from the system.



MEMBER SERVICES

CALL TYPES

LOAN QUESTIONS





Member Services Support:

MemberServicesSupport@georgiasown.org (Internal Only)