2024 in Review:

Navigating the New Financial Landscape

To take back control of their financial destiny. Total Expert customers embraced a data-driven mindset and leveraged the latest technology—like Customer Intelligence and Engage SHS—to help them identify high-quality opportunities, deliver timely, personalized communications at scale, and drive growth regardless of market fluctuations.



CUSTOMER INTELLIGENCE

Turning Data into Deeper Relationships

- financial institutions leveraging Customer Intelligence
- Automatically monitoring their database for new opportunities
- 229,950 Life Event insights delivered
- Enriching contact profiles as they got married, became parents, changed careers, and more

\$11 Billion

- in loan volume generated Deals attributed to Customer Intelligence alerts and insights
- <90 days to ROI
- Delivering value and impact

546,586 Rate Alerts delivered

- - Loan officers engaged more homeowners about refi options
- "I can tie 10% of my 2024 volume directly to Total Expert Customer Intelligence." ett Shaver, Senior L mergy One Lending

PLATFORM INNOVATIONS

Helping You Win Customers for Life

Engage SMS

Our new two-way, conversational messaging tool enables loan officers to communicate with customers in real time from their desktop or mobile device.

37K Engage SMS helped drive over 37K new loan applications in the first 90 days.

Partner Ecosystem

Total Expert partnered with MAXA Designs to provide customers with a self-service design suite to create compliant, dynamic, data-rich marketing assets.

We expanded our curated technology marketplace to 10 partners, including InGenius, Capacity, Birdeye, and DirectMailers.

10 marketplace partners

WEBINARS + EVENTS + MEETINGS

We Were Here, There, and Everywhere

Leading the Conversation

Total Expert hosted or joined seems of the s

On the Road Again

The Total Expert team traveled from coast to coast this year, making in-person visits to 100+customer offices all while attending the biggest industry events like Financial Brand Forum, ICE Experience, ACUMA, and TMC.

Accelerate Customer Conference

- -
- 320+ attendees
- Accelerate 2024 in Minneapolis welcomed 320+ attendees—our biggest Accelerate turnout yet!

"Accelerate is one of the best user conferences I've attended. The energy at the event and the willingness to collaborate make it outstanding."

- Bucky Houser Consumer Direct Lending Manager, Centennial Bank
- Psst! Accelerate 2025 is headed to Denver

AWARDS + RECOGNITION

Don't Take Our Word for It

The #1 Mortgage CRM on G2 Fotal Expert has been recognized a Mortgage CRM Leader on G2 for 13 consecutive quarters





Customers Love Us

Within the first five months of 2024, using Total Expert, we've already seen about \$16 million in funded volume and \$17 million in pending closings—outpacing our expectations and delivering impressive ROL

-Meg Dunn Chief Retail Officer, Lake Michigan Credit Union



Founder & CEO Joe Welu named a Tech Trendsetter by HousingWire



Chief Lending Officer Oan Catinella named a Thought Leader by Progress In Lending Association

New Financial Landscape

Goran Karanovic, Persefoni Polychronidou, Anastasios Karasavvoglou

New Financial Landscape:

The World's New Financial Landscape: Challenges for Economic Policy Horst Siebert, 2001-09-28 This book will be of particular relevance for readers interested in a thorough analysis of international capital flows their determinants and their macroeconomic implications It also provides information about the origines of international financial crisis and assess proposals to overcome and avoid financial crisis in the future The book is an outcome of a conference held at the Kiel Institute of World Economics The papers cover the track record of financial integration the changing structure of financial markets and the implications for macroeconomics and growth Particular emphasis is placed on the various financial crises of the 1990s and on proposals for a reform of the international financial system The New Financial Landscape H. I. Blommestein, Karsten Biltoft, Organisation for Economic Co-operation and Development, 1995 On cover title page OECD documents Institutional Investors in the New Financial Landscape OECD, 1998-10-07 This publication gives a comprehensive overview of the major driving forces behind recent trends future prospects financial market implications as well as regulatory and supervisory challenges related to the rise in institutional assets The changing financial landscape Wafik Grais, Zeynep Kantur, World Bank. Financial Sector Operations and Policy Dept, 2002 Financial Landscape Transformation Manjit Kour, Sanjay Taneja, Ercan Özen, Kiran Sood, Simon Grima, 2025-03-06 Financial Landscape Transformation collects chapters to present the current and probable future state of banking and money with the advent of <u>Institutional Investors in the New Financial Landscape</u> H. J. Blommestein, Norbert Funke, Organisation for fintech Economic Co-operation and Development, 1998 On title page OECD proceedings **Exploring the Financial Landscape in** the Digital Age Thomas Andreas Maurer, 2024-08-13 The Proceedings of the International Conference on Financial Management and the Digital Economy ICFMDE 2023 offers an overview of research and insights into how financial management is evolving in the digital age The book covers a broad spectrum from examining cryptocurrency trends to exploring fintech advancements Topics also extend to digital transformation strategies practical applications of blockchain technology and the profound impact of digital innovations on financial markets Through rigorous research and analysis the proceedings offer valuable insights into the future trajectory of the global economy Written for scholars researchers and industry professionals in finance economics and digital innovation this collection provides valuable insights into the rapidly changing field of financial management Readers will gain deep perspectives on how digitalization is reshaping financial landscapes worldwide New Financial Landscape Otaviano Canuto, 2012 Big Data in Finance: Transforming the **Financial Landscape** Bahaaeddin Alareeni, 2025-03-27 This book offers a comprehensive exploration of how Big Data analytics is reshaping the financial world providing crucial insights for industry professionals scholars and enthusiasts alike This book delves into the expansive potential of Big Data in revolutionizing financial decision making risk management and operational efficiency It explores how advanced analytics machine learning and artificial intelligence are disrupting

traditional financial models empowering institutions with unparalleled insights and a competitive edge While highlighting technological advancements the book also addresses the challenges and ethical considerations inherent in data driven finance With contributions from leading experts and thought leaders this book serves as an indispensable resource for anyone eager to understand and harness the transformative power of Big Data in finance Embark on a journey through the dynamic convergence of finance and technology and discover how Big Data is shaping the future of the financial landscape one data point at a time **Central Banking at the Frontier** Thammarak Moenjak, 2024-09-27 With a foreword by Sethaput Suthiwartnarueput Governor of the Bank of Thailand Central Banking at the Frontier Creating a Digital Financial Landscape comprehensively explores the current digital dynamic era providing insights into the debates that define the evolving financial landscape Transforming the Financial Landscape With ICTs Singh, Dharmendra, Malik, Garima, Aggarwal, Shalini, 2024-05-14 In modern finance academic scholars face a pressing dilemma how to grapple with the sweeping influence of Information and Communication Technology ICT As ICT continues to transform financial practices transactions and data analysis scholars are confronted with the daunting challenge of comprehending and navigating this rapidly changing terrain Moreover the disruptive potential of ICT introduces a range of intricate issues including cybersecurity vulnerabilities ethical quandaries and privacy concerns In the absence of a comprehensive guide scholars find themselves adrift searching for direction amidst the tumultuous waves of the digital revolution Transforming the Financial Landscape With ICTs is a beacon of knowledge amid the turbulence of ICT driven financial transformation This meticulously curated book presents a vast array of research papers and case studies that delve deep into the multifaceted impact of ICT on the finance sector It not only illuminates the path forward but also underscores the positive potential of embracing ICT as a catalyst for progress championing efficiency transparency and inclusivity within finance Strategic Investing in Uncertain Times: Thriving in the Modern Financial Landscape Pasquale De Marco, 2025-03-07 In a world of rapidly evolving financial markets Strategic Investing in Uncertain Times emerges as an essential guide for investors seeking to thrive in the modern era This comprehensive book provides a fresh perspective on portfolio construction risk management and investment strategies empowering readers to navigate the complexities of the global financial landscape and achieve lasting financial success Drawing upon decades of experience in the investment industry the author offers a unique insights into the interconnectedness of global markets emphasizing the importance of understanding how economic political and technological shifts can impact investment outcomes The book explores the role of alternative investments such as real estate commodities and private equity in diversifying portfolios and generating consistent returns even in uncertain times With a focus on practicality and real world application Strategic Investing in Uncertain Times provides actionable advice for investors of all levels It delves into the psychology of investing helping readers overcome cognitive biases and make sound decisions. The book also emphasizes the importance of long term planning goal setting and disciplined execution in achieving

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through various types of entrepreneurial finance This handbook provides an up to date survey of what we know about this significant phenomenon in all its forms and where our knowledge about it needs to head from here The handbook embraces a wide range of established and emerging academic and practitioner voices across the globe to explore the theoretical and practical flux and tension in the field Until recently most studies have taken a supply side perspective focusing on the perspective of those who provide funding to new ventures This book takes a different demand side perspective beginning with the entrepreneur and gradually broadening our view to include close by and then more distant funding sources Following this approach it is organized into four parts detailing the individual level founders resources bricolage and bootstrapping effectuation and portfolio entrepreneurship the inner circle informal financing business groups incubators and accelerators the wider world formal debt microfinance venture capital corporate venture capital business angels government funding and family offices and emerging perspectives non Western perspectives gender indigenous perspectives post conflict and disaster zones and ethics The introduction considers the general state of the field while the conclusion takes on additional topics relevant to entrepreneurial finance such as decentralized finance big data behavioral economics financial innovation and COVID 19 as well as possible ways in which entrepreneurial finance can have a greater impact on other disciplines This handbook will be a core reference work for researchers practitioners and policy makers seeking an up to date academic survey of entrepreneurial finance It can also be used as a primary text in Ph D seminars in entrepreneurship entrepreneurial finance and finance Instructors in Master's level courses in entrepreneurial finance and venture capital will also find the book of benefit The Changing Financial Landscape Goran Karanovic, Persefoni Polychronidou, Anastasios Karasavvoglou, 2022-01-01 This book offers new insights and perspectives on the financial and banking sector in Europe with a special focus on Central and Southeastern European countries Through quantitative and qualitative analysis of primary sources and datasets the book examines both the financial development and performance of the real sector of the economy and the impact and involvement of the banking sector The contributions offer new insights into current financial innovations and discuss best practices in innovative financial solutions. They also highlight new perspectives in finance and analyze characteristic problems in the real and banking sectors in various European countries The insights and financial solutions presented in this book will be of interest to scholars of finance and financial economics as well as practitioners in the **Corporate Governance, Financial Markets and Global Convergence** Morten financial industry and policy makers Balling, Elizabeth Hennessy, Richard O'Brien, 2013-11-11 for many years been heavily dependent on bank financing and this situation has not changed fundamentally In his paper on stock exchange governance in the European Union Guido Ferrarini discusses the relative merits of member and investor ownership and compares stock exchange regulation in a number of EU countries Faced with increasing competition amongst themselves and against other enterprises that offer transaction services such as proprietary trading systems it is essential for European stock exchanges to improve their efficiency and to

generate volume Large investments in new information technology are necessary in order to preserve competitiveness in agIobaI financial market The implementation of the ISD has accelerated cross border transaction activity of member firms and investors and strengthened the pressure for convergence of national stock exchange laws in the EU In their paper Francesco Giavazzi and Marco Battaglini look at the role played by banks in privatization processes Banks can be involved in such processes in several ways They may themselves be the objects of privatization since in many countries a significant fraction of the banking industry is publicly owned This is the case in France Spain and Italy But banks can also be important buyers of the equity of industrial firms sold by the government if they are allowed to do so The authors characterize privatizations as a very good opportunity to set up the right environment for the development of new financial intermediaries and in general for asound corporate governance system The Financial Landscape of Emerging Economies Aswini Kumar Mishra, Vairam Arunachalam, Sanket Mohapatra, Dennis Olson, 2020-11-25 This volume presents current developments in the field of finance from an emerging markets perspective Featuring most of the contributions presented at the second International Conference on Economics and Finance ICEF 2020 Goa India this volume serves as a valuable forum for discussing financial performance and well being economic policy uncertainty efficiency of commodity markets and various recent trends in the banking and financial sector It provides an analysis of the current state of the financial sector and proposes solutions to challenging topics including bankruptcy audit quality and liquidity crises Popular topics such as Financial Regulation Ester Faia, Andreas cryptocurrency stock market volatility and board governance are also covered Hackethal, Michael Haliassos, Katja Langenbucher, 2015-08-14 An assessment of the current state and future prospects of financial regulation in Europe China's Financial Interlinkages and Implications For Inter-Agency Coordination Min Liao, Tao Sun, Jinfan Zhang, 2016-09-07 China's financial system has become very large diversified and interconnected This changing financial landscape could potentially produce systemic risks arising primarily from growing financial interconnectedness. The paper argues that to address the potential systemic risks Chinese authorities should further strengthen internal coordination notably by institutionalizing better information collection and sharing among regulators as well as enhancing coordinated and comprehensive analysis of systemic risk

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Table of Contents New Financial Landscape

- 1. Understanding the eBook New Financial Landscape
 - The Rise of Digital Reading New Financial Landscape
 - Advantages of eBooks Over Traditional Books
- 2. Identifying New Financial Landscape
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
- 3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an New Financial Landscape
 - User-Friendly Interface
- 4. Exploring eBook Recommendations from New Financial Landscape
 - Personalized Recommendations
 - New Financial Landscape User Reviews and Ratings
 - New Financial Landscape and Bestseller Lists
- 5. Accessing New Financial Landscape Free and Paid eBooks
 - New Financial Landscape Public Domain eBooks
 - New Financial Landscape eBook Subscription Services
 - New Financial Landscape Budget-Friendly Options
- 6. Navigating New Financial Landscape eBook Formats
 - o ePub, PDF, MOBI, and More
 - New Financial Landscape Compatibility with Devices
 - New Financial Landscape Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of New Financial Landscape
 - Highlighting and Note-Taking New Financial Landscape
 - Interactive Elements New Financial Landscape
- 8. Staying Engaged with New Financial Landscape

- Joining Online Reading Communities
- Participating in Virtual Book Clubs
- Following Authors and Publishers New Financial Landscape
- 9. Balancing eBooks and Physical Books New Financial Landscape
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection New Financial Landscape
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine New Financial Landscape
 - Setting Reading Goals New Financial Landscape
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of New Financial Landscape
 - Fact-Checking eBook Content of New Financial Landscape
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - o Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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