



HYLS CASE STUDY

800.937.4249 | www.rexcuadvice.com

"I used the HYLS Guide 15 times on my first day back from Rex Johnson's seminar. I was very surprised on some, and pleasantly surprised on others. This is a great tool for the gray areas of lending. Since I am one of two loan underwriters in my company, this is a very helpful tool. Thank you so much, Rex!"

Dee Ann Ridley, ComFed CU

"Since the launch of HYLS, over 22,000 applications have been calculated and over 200 credit unions have run loans through.

Based on the feedback we received, we believe HYLS will become the #1 underwriting guide in the financial industry.

Everywhere we have demonstrated HYLS, the feedback has been extremely positive."

Rex Johnson, HYLS Founder
CEO of LSCI

I received an online loan application this morning for Ronda. Ronda is a member we see regularly, at least once a week. She was going through a rough time with her credit and had some medical collections that were dragging her down. Most of the medical collections were for her children, she would do anything for them. For the last few months, we have been working with her trying to rebuild her credit and she even got a second part-time job to help her catch up. She comes in every payday and we write checks for her and send them to her collection agencies and she has been making great progress. In January her credit score was 540, I pulled it this morning when I did her loan application and it was a 611! I couldn't believe a 70 point jump in 3 months! We were so proud of her but I was worried about her application, since there were lots of negatives on her credit report and she was requesting an unsecured loan for home repairs. I decided she was an excellent candidate for HYLS and plugged her in. She's been on the job for 14 years and in the same home for 12. She has almost completely cleaned up her credit cards and had basically no unsecured debt. HYLS gave her an adjusted score of 711!

I sent in the application and kept my fingers crossed. Ronda has her check deposited here with us and I knew we would have no trouble getting our money back from her, but sometimes you never know how to communicate this to the loan officers! One of our underwriters picked up the loan application and Ronda was approved immediately! I was thrilled, but definitely not as thrilled as Ronda!

We called her to tell her she was approved and to come in because we wanted to go over her credit report with her and show her the improvements. When she came in, she was in tears within seconds. She was so thrilled to see the progress she was making and to know that that progress was generating results for her (in being able to secure a loan). The relief in her face was noticeable. She said that with her credit problems, people tend to assume certain things about her character which is really heartbreaking for her; but to be able to see her hard work on paper, she was overwhelmed with emotion. Because of the relationship we have been able to establish by helping her work on her credit, giving her advice and just being here to listen to her when she needs an ear, we know we have her business for life.

Sarah Michael
Communication Federal/Communication Credit Union