

**FOR IMMEDIATE RELEASE**

## **Indecomm Announces Sue Woodard & Joy K. Gilpin as Speakers for Loan Origination Sales Tactics Webinar Training Series**

### **Highlights:**

- Industry Veterans Sue Woodard, Chief Customer Officer for Total Expert, and Joy K. Gilpin, Vice President, Compliance & Mortgage Learning for Indecomm, will be lead speakers for the Loan Origination Sales Tactics Webinar Training Series
- Woodard and Gilpin designed content for mortgage loan originators wanting to learn new business generating skills without leaving the office
- Complimentary TRID for Loan Officers e-Learning course with each Loan Origination Sales Tactics Webinar registration

**Edison, NJ – June 1, 2018** – Indecomm Global Services, a leading provider of business process as a service (BPaaS), software as a service (SaaS) technology, and learning solutions for the mortgage industry, announces the lead instructors for its Business Builder: Loan Origination Sales Tactics Webinar Training Series. Industry veterans Sue Woodard, Chief Customer Officer for Total Expert, and Joy K. Gilpin, Vice President of Compliance & Mortgage Learning for Indecomm.

“Loan officers will not want to miss the opportunity to learn new sales strategies from the dynamic pairing of Sue Woodard and Joy Gilpin,” said Rajan Nair, CEO, Financial Services, Indecomm Global Services. “Sue and Joy will bring their energy and expertise to this collaborative training series, sharing marketing and social media tactics to grow your origination business, how mortgage compliance impacts those activities, and how to navigate through the challenges and pitfalls that may arise along the way.”

Sue Woodard brings over 25 years of mortgage industry experience, strategic vision and leadership to her role as Chief Customer Officer at Total Expert. Her focus is on helping lenders achieve greater productivity and long-term success. Sue started her career as a processor, became a top originator, then leveraged her knowledge to become a highly acclaimed industry speaker, subject matter expert and technology executive.

Joy K. Gilpin brings to the table a keen understanding of the lending process, regulatory oversight, and risk mitigation in her role as Vice President of Mortgage Compliance & Learning for Indecomm. Prior to joining Indecomm, Joy was Director of Business Writing and Education for Ellie Mae, supporting the All Regs product offering. With nearly 20 years of professional expertise in the lending space, she provides great insight and understanding of the challenges lenders today face today and brings a tremendous energy and enthusiasm to the table, making her a highly effective educator and leader.

Each monthly Loan Origination Sales Tactics Training Webinar session consists of four, 90-minute webinar classes focused on tools and strategies to generate new mortgage loan origination business, better navigate social media, and build business relationships for referrals. The first webinar session begins on June 5 – 8, 2018, meeting daily at 1:00 pm ET to 2:30 pm ET.

The Loan Origination Sales Tactics Webinar Series is designed for new and sophomore mortgage loan originators who want to build their business and learn about the critical components that impact that growth strategy. Seasoned mortgage loan originators are also encouraged to attend and learn new strategies and ideas to add to their existing toolkit. The following 2018 sessions are open for online registration:

- **June 2018 Session**  
Meets daily on June 5, 6, 7, & 8 at 1:00 pm ET
- **August 2018 Session**  
Meets weekly on August 2, 9, 16, & 23 at 1:00 pm ET
- **September 2018 Session**  
Meets daily on September 17, 18, 19, & 20 at 2:00 pm ET
- **October 2018 Session**  
Meets weekly on October 3, 10, 17, & 24 at 2:00 pm ET
- **November 2018 Session**  
Meets daily on November 6, 7, 8, & 9 at 2:00 pm ET

**Registration** is **\$299 per person** and includes four 90-minute webinar classes per session, interactive Q/A with the instructor, and online access to session recordings and materials.

As a value-add, all Loan Origination Sales Tactics Webinar Series registrants will receive a complimentary registration to Indecomm Mortgage Learning's **TRID for Loan Officers** eLearning course, a \$49 value. Designed for loan originators, this online course explains the general requirements for TRID, the law that combined multiple disclosures into two separate forms – the Loan Estimate and the Closing Disclosure. The course also details the communications between the operations staff and the loan originator required for compliance with the TILA – RESPA Integrated Disclosure Rule.

To register for the Loan Origination Sales Tactics Webinar Series, visit <http://mortgage.indecomm.net/loan-origination-sales-tactics-training-webinar/>

To learn more about Indecomm Mortgage Learning, visit <http://mortgage.indecomm.net> or email [marketing@indecomm.net](mailto:marketing@indecomm.net).

### **About Indecomm Global Services**

Indecomm was founded in 2003 as a technology-enabled services company focused on high-speed document imaging technologies and automated data capture from structured and unstructured forms, with an innate ability to apply these technologies meaningfully to improve operational efficiency and client experience. We have been consistently ranked among the Global Top 100 IT and ITeS providers. With over 3,800 associates in 21 locations, Indecomm services its clients from global delivery centers and offices in the United States, Mexico, Costa Rica, the United Kingdom, India, Malaysia, Singapore, Indonesia, the Philippines, Mauritius, and the Cayman Islands. We have active business engagements with over 300 global clients, including 20+ Fortune 500 companies.

Visit [www.indecomm.net](http://www.indecomm.net) or call (732) 404-0081 to learn more.

### **About Indecomm Mortgage Services**

Indecomm Mortgage Services is a leading provider of business services and technology for the US mortgage industry. With solutions for every stage of the mortgage lifecycle, Indecomm Mortgage Services provides outsourcing services, software as a service (SaaS) technology, and learning solutions to support the various needs of mortgage industry clients. With a proven track record of over 25 years in the

mortgage industry, Indecomm partners with large and mid-sized lenders, servicers, and title companies as a trusted partner with a singular focus - helping them grow.

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