



PRESS RELEASE

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Lenders One Adds to List of Preferred Vendors

Chase Paymentech, Sam Black Consulting available to cooperative members

ST. LOUIS, March 17, 2009 – [Lenders One Mortgage Cooperative](#), a national alliance of mortgage bankers, has introduced two new preferred vendor relationships to its members – Chase Paymentech, a provider of payment processing methods; and Sam Black Consulting Services, a firm that helps companies with the successful recruitment, training, management and assessment of their employees.

“As technology evolves and the mortgage market changes, our members need more specialized programs to help them change as well,” Luke Pille, Lenders One director of national programs, explained. “It is our responsibility to offer members a variety of resources from which they can benefit. This means aligning them with vendors that provide exemplary customer satisfaction and that allow for the growth and implementation of business strategies that fit them and their market.

“Our expanding list of preferred vendors enables members to remain competitive with larger lending institutions by creating access to lower pricing for premier products and services.”

Lenders One was experiencing increased demand from members to provide their borrowers with the option of credit card processing for mortgage fees, and as a result partnered with Chase Paymentech. The company’s proprietary platforms provide access to a wide array of payment methods, from credit and debit cards to prepaid cards and electronic check processing. Chase Paymentech will provide cooperative members with 24/7 service and technical support to the systems, which are flexible enough to meet the needs of all Lenders One members.

Todd Spear, general manager and vice president at Chase Paymentech, said, “Consumers demand more choice, and by joining with Lenders One we can provide cooperative members the ability to offer a wide variety of secure electronic payment methods to their borrowers. We are honored to be a partner with Lenders One and to provide their cooperative members the service they deserve.”

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Sam Black Consulting, which previously has provided sales training and coaching services to the cooperative's regional managers, is another new Lenders One preferred partner. With more than 36 years experience in sales and customer service – 18 of those spent in consulting – Sam Black, the company's founder, will be available to assist all members with employee assessment tools, sales skills training for loan officers, process and customer service training for back office and telesales coaching and monitoring as well as on-site assessment of call center facilities.

“Although I work with a number of large corporate sales and service teams, I thrive on helping entrepreneurial companies, such as the members of Lenders One, build the same sales and service teams they need to be successful and grow their business,” Black said. Results from her client training projects average a five to 20 percent increase in sales or service performance.

Pille concluded, “Partnerships with Chase Paymentech and Sam Black enhance the opportunities for Lenders One members to maximize their growth, day-to-day efficiencies and profitability, which in turn also helps to ensure their long-term viability in today's competitive mortgage lending environment.”

About Lenders One Mortgage Cooperative

Lenders One is a national alliance of mortgage bankers which was established in 2000 and is based in St. Louis. With more than 135 members originating \$40 billion in mortgage loans annually, the Lenders One alliance ranks as the ninth largest mortgage originator in the U.S. Lenders One leverages its aggregate buying power and preferred-investor relationships to negotiate better lending terms and provide premium business services at reduced costs. Its mortgage productivity system additionally allows members to close more loans, satisfy continuing education requirements and market themselves more powerfully. For more information about membership, contact Tim Stern 866.728.5678 or visit www.lendersone.com.

About Chase Paymentech Solutions LLC

Chase Paymentech, a business unit of JPMorgan Chase, is a global leader in payment processing and merchant acquiring, capable of authorizing transactions in over 130 currencies. The company's proprietary platforms provide access to a wide variety of payment methods, such as credit cards, debit cards, prepaid stored value cards and electronic check processing. Offering secure payment solutions, improving cash-flow management, mitigating risk and accelerating funding – Chase Paymentech's consultative approach helps today's small and emerging businesses become tomorrow's industry leaders. On the Internet or at the point of sale, Chase Paymentech's unique combination of outstanding service, innovative solutions and financial strength offers solid benefits to companies both large and small. More information can be found at www.chasepaymentech.com.

About Sam Black Consulting Services

Sam Black, who began her own business in 1991, provides a wide range of services including sales management and sales training, telesales and customer service call center training, and skills assessments to hire and develop these teams. Her clients are local, national and international, and range from the banking and mortgage industries to credit card, insurance and automotive companies. She serves large corporations as part of the training group when demand requires an extra learning design or training delivery resource, and works with smaller companies as an in-house sales manager or trainer to prepare them to fill that position. For more information visit www.samblack.com or call 314.567.3764.