

# Solar Lenders TipSheet

**GUIDE TO LOAN ORIGINATION**

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FINANCIAL NETWORK, INC.



1.

# Ask About Acquiring Bureau Subscriber Codes

A major factor in a successful LOS launch is being integrated with the proper credit bureaus and having correct and current bureau subscriber codes. While obtaining bureau subscriber codes can be a months-long process, an experienced LOS partner will be able to provide existing and secure subscriber codes, shortening this lead time to mere days.



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# 2.

## Consider Important Platform Integrations



Data points such as home value and solar capability may play a role in generating a proposal and credit application. Your loan origination platform should provide built-in integrations that handle the entire application process from start to finish. Integrated systems allow for home valuation, system design, and solar proposal generation make your LOS platform an effective sales tool.



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# 3.

## Learn About Solar Financing Types & Paths

Designing your application process to prepare for multiple financing scenarios in advance will create an invaluable sales tool and an educated and satisfied consumer along the way. When searching for a new loan origination software platform, ask your LOS partner how all of your various financing scenarios can work within a single application flow.



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# 4.

## Centralize Your Application Flow & Launch Strategy

If you're a solar lender or installer implementing a new LOS platform it will likely take more than just a few minutes to launch. Taking the time to outline your implementation deadline, necessary bureau integrations, proposal generation, and financing types will light the way for an efficient loan origination software implementation.



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# 5. Communicate with Borrowers Along the Way



Notifying borrowers of their approval, application status, and making them aware of any open stipulations or unfinished applications is a great way to engage throughout the decisioning process. These messages can be sent automatically via text or email and help to lower your abandonment rate on applications, particularly if borrowers are applying online.



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# Lenders, do more.

The **FNI Blueprint** Loan Origination Software platform represents more than three decades of leading the industry in flexibility, speed, and service. Our team stays at and leads the forefront of the fintech market by pursuing daily continuing education and attending monthly and quarterly conferences and seminars.

Schedule an FNI Blueprint Demo at

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