

## Real-Life Examples of Member Value Access to Liquidity When You Need It

From assisting with the Advised Line of Credit to Loan Participations, here are three examples of how Alloya's Lending Department delivers daily value...

01

**Situation:** *A member located in Michigan had an unexpectedly large corporate share draft transaction. This unfortunately caused them to exceed their Line of Credit of \$50,000.*

**Solution:** Alloya's Loan Coordinator, Becky Keenan was unable to contact the credit union's manager, so she tracked down the credit union's treasurer on his cell phone. "He was actually away in Florida and not aware of the situation," said Becky. "I was able to work with him to increase their Line of Credit based on the excess capital they maintained with Alloya." Additionally, Alloya ensured that the credit union would not be faced with accumulating penalties for exceeding their limit through the weekend.

"Becky did an outstanding job by providing solutions, and not just advising me on the potential penalties we could be faced with. I was on vacation and was so appreciative that she reached out to me and helped me find a timely resolution that made sense for us." – Credit Union's Treasurer

02

**Situation:** *A member located in Utah had called to review the securities they had pledged as collateral and wanted to discuss the available options from the corporate.*

**Solution:** "I talked to the credit union's CFO," said Scott Schulz, Senior Loan Analyst. "During the call, we discussed collateral options for their Line of Credit and determined that additional collateral was required to meet their borrowing needs."

"Alloya not only rectified our collateral issue, but they were able to place us in a loan that met our short-term needs. Currently, the folks at Alloya are putting together several loan options for us to explore for the long-term." – Credit Union's Chief Financial Officer

03

**Situation:** *A member located in Minnesota experienced explosive loan growth, upwards of 30%, and they were finding it difficult to manage all the sales on their own.*

**Solution:** "To manage liquidity and concentration limits, we found ourselves in a crunch to sell some loans before quarter-end – and Alloya went above and beyond to assure the sale would be completed in a timely manner. Not only did they meet our deadlines, they provided additional pricing mechanisms to execute the sale. With the help of Alloya, we've been able to formulate sales that are mutually beneficial for us and the buying credit union."

– Credit Union's Chief Lending Officer



**Learn How to Take Out  
A Short-Term Loan**

Click on the "Training" tab  
in Premier View and watch the  
two-minute video under the  
"How-to" sub-header

To contact the Lending Department (Bill Paton, Becky Keenan, Scott Schulz, Deb DuBois), email [LendingDepartment@alloyacorp.org](mailto:LendingDepartment@alloyacorp.org). For more information on Loan Participations, visit [www.alloyacorp.org/loanparticipations](http://www.alloyacorp.org/loanparticipations).



## Credit Union Executive Leadership **SYMPOSIUM**

September 5-7, 2018 – Westin River North – Chicago, IL

### Early Bird Registration Is Now Open

**Register by April 30, 2018**, and be entered for a chance to win a free symposium registration with hotel accommodations included – a value of more than \$1,200! Runner-up prize will be a \$500 Visa gift card. Drawing and notification to winners (one winner in each category) will be sent by May 18, 2018.

Visit [www.alloyacorp.org/symposium2018](http://www.alloyacorp.org/symposium2018) to enter the drawing and for registration details (early bird pricing is available until July 13).

#### 2018 Symposium Highlights:

- ◆ Keynote Speaker: NFL Legend, Mike Ditka
- ◆ Leadership & Motivational Speakers
- ◆ Industry Trends & Economic Outlook
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- ◆ And so much more...



Get a sneak peek at this year's agenda by visiting [www.alloyacorp.org/symposium2018\\_agenda.pdf](http://www.alloyacorp.org/symposium2018_agenda.pdf).

### Corporate Share Drafts: *Why it is important to reconcile your account every day*

Regulation CC governs the return of checks. The following is an excerpt from Alloya's Share Draft manual, which can be located under the Training tab in Premier View.

#### *Return Timeframe*

When an item is presented for payment that will not clear, the credit union is responsible for returning the item within the deadline specified by Alloya Corporate in accordance with Federal Reserve regulations. The return deadline is 6:00 pm ET on the next business day after presentment.

For example, items presented for payment on Monday must be returned the following day (Tuesday) by 6:00 pm ET to be considered timely.

Return items received within the specified deadline will be returned by Alloya Corporate using the timeframes set by Federal Reserve regulations. When items are not returned within the deadline, handling costs outside of normal processing fees are assessed, and the risk of such items being dishonored by the Bank of First Deposit (BOFD) is increased.

#### *Share Draft Forgery Procedures*

If a share draft item appears forged or altered, return the item with "Forgery" as the return reason. For additional instructions on how to handle forged share draft items, please refer to the Share Draft Forgery Procedures posted in the Help section of Premier View. Please contact Member Services at (800) 342-4328 for further assistance.



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