

## Big Swing in ALLL? Check Your PPP Pool



Jeff Schmid

It's 5:01 p.m. You just finished your quarterly ALLL analysis and you're ready to send the report up the chain before you head out for the weekend.

But wait. Something's off... Why did the institution's surplus in loan loss reserves drop so much between Q1 and Q2?!

"Look at your PPP loans," says **Jeff Schmid**, FIPCO director – compliance and management services.

Schmid, along with other industry experts, advises lenders to create a separate pool for loans made under the Paycheck Protection Program (PPP). PPP loans are zero risk weighted for capital requirements and carry

a 100% guarantee from the U.S. Small Business Administration, so they should be grouped separately from the rest of the bank's commercial and industrial (C&I) portfolio.

Read more online at [www.fipco.com/news/check-your-ppp-pool](http://www.fipco.com/news/check-your-ppp-pool).

Questions? Schmid and the FIPCO ShareFI team can be reached at [jschmid@fipco.com](mailto:jschmid@fipco.com) or 608-441-1220.



» **The ShareFI consulting and shared services solution offers...**

- compliance and risk management;
- operational and financial management;
- and/or shared professionals services designed to meet the needs of small-to mid-size financial institutions.

## Don't Miss Your Chance to Sign Up for These Educational Events!

Even when a pandemic shuts down everything else, compliance keeps on moving! FIPCO understands the challenges you face from ongoing regulatory changes and increasing competition. We'll help you stay ahead of the curve. The beginning and experienced software user is sure to learn how to increase their software efficiency and productivity when using *Compliance Concierge™*.

**As the summer heat continues to rise, so do the FIPCO training savings!**



Sign up today and enjoy a cool 20% discount off the half-day September webinars when you use the discount code "**SUMMER20.**"

Whether you are new to the software or an experienced software user, you are guaranteed to find a training session for you. [Register today!](#)

- Sept. 2: Basic Consumer Loan Training
- Sept. 2: HELOC Training
- Sept. 3: Real Estate Purchase Training
- Sept. 3: Real Estate Refinance Training
- Sept. 9: Commercial Loan Training
- Sept. 9: AG Loans Training
- Sept. 29: Deposit Accounts Training

**REGISTER TODAY:** Gather as many software users as you can fit in one room and enjoy the 20% discount (per webinar/connection). And the best part...there is no limit to the number of webinars you can sign up for!

» Please direct questions to FIPCO's **Annette Witkowski** at 800.722.3498, ext. 238 or [fipcotraining@fipco.com](mailto:fipcotraining@fipco.com).

### Software & Compliance Forum – Deposit

For the first time in FIPCO's history, the 2020 *Compliance Concierge™* Forum – Deposit is taking place on Sept. 17 as a virtual event!

The safety and comfort of our customers remains FIPCO's top priority, so we're offering this year's forum as a live-stream event. By hosting the forum virtually, you'll be able to:

- » Select and view the sessions of greatest benefit to you and your institution
- » Invite multiple staff to attend for one low price
- » Avoid travel and lodging costs

The \$299 registration includes live viewing, a PDF of all materials **and allows multiple participants to attend at any time.**

[Click here](#) to learn more and register!

### Registration Opening Soon for Loan and Mortgage Forum

**You asked and we listened!**

FIPCO is offering our annual *Loan and Mortgage Software and Compliance Forum* virtually!

This format allows you to select which sessions will be of greatest benefit to you, enable multiple staff to attend for one low price, and requires no travel time or costs beyond the registration fee.

Sessions are scheduled for: Nov. 16 (1 - 4:15 pm); Nov. 17 (8:30 am - noon); Nov. 18 (8:30 am - noon); and Nov. 19 (1 - 4:15 pm).

Watch your email inbox for more information coming soon!

## Beefing Up Your Institution's Digital Offerings? Check Out These Six FIPCO Products

Sometimes, seeing is believing. That's why FIPCO is offering free, personalized, one-on-one software demos of its newest products. Every financial institution should carve out time to take a guided tour of these cost-saving, efficiency-maximizing tools. Six unique webinar demos are available for you to choose from:

- 1) **Introduction and Brief Overview of Compliance Concierge™ Loan**  
 This demo breaks down the loan module of FIPCO's flagship product, *Compliance Concierge™*, into smaller pieces for you to explore. The demo is segmented by product line, such as commercial and ag loans, consumer and HELOC loans, and also in-house real estate.
- 2) **BankBright**  
 Your digital banking channels have never been more important. BankBright will improve your customers' digital experience with its three applications: digital lending, digital deposit account opening, and internal tracking. The software guides your customers through every step of the way and automatically collects data for you to use later, keeping a pipeline of opportunities for new accounts and cross-selling at your staff's fingertips! It can also send your customers a reminder to continue filling out their application where they left off.
- 3) **FinancialRefer**  
 If your financial institution has growth in the strategic plan, expanding your current customer relationships is the most cost-effective tactic. Referrals are a key ingredient for growing your wallet share. FinancialRefer offers referral tracking and reporting software that help you grow a successful referral program. The software's capabilities include sending referrals between staff, increasing cross-selling, tracking referral outcomes, automating referral notifications, growing deeper client relationships, and generating referral reports with a single click.
- 4) **Ari**  
 Improve your customer's digital experience with Ari, a customizable and intelligent application software. This application tool seamlessly links from your website to allow your potential customer to see your solutions, learn about specifics of each product, and easily fill out and submit secure product applications. Ari is fully customizable to your financial institution's product offerings and the information entered will appear in the Compliance Concierge software. In addition, you will receive notifications when new applications have been submitted.

(continued)

### Welcome: A New Face at FIPCO



Jeremy Tyler

FIPCO is pleased to announce the addition of **Jeremy Tyler** to our team! In his new role as Regional Vice President — Business Development for Wisconsin, Illinois, and Michigan, Jeremy will put to work his 15 years of experience as a sales professional in banking and technology. Going back to 2010, his agency, J Daniel Agency, has designed several customer engagement software platforms for marketing agencies. Most recently, the agency released FinancialRefer to help financial institutions improve their internal referral and lead generation management programs. Jeremy also created BankBright, another solution FIPCO refers to clients. Jeremy is a Wisconsin native and University of Wisconsin-Platteville graduate. He currently resides in Oregon, Wis. with his wife and three children.

Contact [Jeremy by email](#) or at 800-722-3498, ext. 254.

### Six Digital FIPCO Products (continued)

- 5) **ABS BankManager**  
 With American Bank Systems (ABS) BankManager, your institution will save the immense time and space previously consumed by paper documentation. BankManager is ideal software for streamlining the entire loan supervision process and provides state-of-the-art document tracking and loan management. With no manual setup or data entry, you can eliminate the need to search for misfiled documents. BankManager seamlessly integrates with bank core systems to provide comprehensive document tracking, centralized credit function, and instant document access from any authorized computer.
- 6) **ABS CompliancePro**  
 CompliancePro is a comprehensive browser-based compliance risk management system which integrates risk assessment and compliance monitoring procedures. It is designed to meet regulatory mandates to identify, measure, monitor, and control compliance risk. Features include a risk assessment module that calculates residual risk through documented analysis and assessment of inherent risks and associated internal controls for each product/service within each line of business, action plans to reduce risk, four compliance libraries, and a database of over 14,000 monitoring procedures mirroring regulatory examination procedures to assess compliance with federal consumer regulations, agency guidance, and industry best practices.

See how FIPCO can make your workflows more efficient for you and satisfying for your customers. Contact [fipcosales@fipco.com](mailto:fipcosales@fipco.com) or 1-800-722-3498 (option 5) to schedule a personalized, one-on-one software demo.

## Help Your Staff Stay Safe with FIPCO's Products

Help your staff stay safe with FIPCO's Products:

- **NEW! 75% Alcohol Wipes**
- **Disposable Personal Protection Face Mask (non-medical use)**
- **KN95 Face Mask**

**Coming soon:** Custom Printed Cloth Face Masks – brand face masks with your logo.

Office Depot | FIPCO

## Sanitizer Stand and Universal Refill Option Shipping NOW!

Through FIPCO's partnership with Office Depot, you have access to a special offer on sanitizer stands and refills!

**Office  
DEPOT.**

Office Depot secured a large number of units of a new sanitizer stand and universal refill option that is **shipping NOW**. It is Office Depot

item #9794571 and this stand is sold with a "pour-and-go" dispenser that can be locked and utilizes a refill mechanism that can be refilled at any time with a sanitizer of your choosing (will also work as a soap dispenser, should you choose).

There is a limited supply so you will want to act fast to take advantage of this package order.

Orders can be made directly through Isaac Mares at Office Depot at [isaac.mares@officedepot.com](mailto:isaac.mares@officedepot.com) or by calling (855) 337-6811, ext. 12878.

All orders should include your Office Depot Business Account Number, if applicable. If no account number – please list FIPCO as your reference.

If you have any questions, please don't hesitate to contact FIPCO at [fipcosales@fipco.com](mailto:fipcosales@fipco.com).

## Thank You: FIPCO Software Committee Chair Recognized for Service



On July 28, 2020, **Annie Zellmer** (above, left), Bank of Deerfield, was presented with an engraved clock by FIPCO's **Annette Witkowski** (above, right) as a "Thank You" for serving as Chair of the FIPCO Software User Committee. Annie is currently serving her sixth year on the committee, now as Past Chair. Thanks, Annie, for your years of service to the committee and for leading this great group of individuals that help us make decisions about *Compliance Concierge*™ software and other FIPCO products!

If you are interested in becoming a member of the committee, please contact [Annette Witkowski](mailto:Annette.Witkowski@fipco.com) at 800-722-3498, ext. 238.

## FIPCO Retirement Best Wishes, Nancy!

**Nancy Hamele**, FIPCO Business Analyst – Deposit, recently announced her retirement from FIPCO after 32 years with the company. We wish her the best in the future.