



NEWS RELEASE

LeaderOne Financial Selects Mortgage Builder to Enable Multi-State Expansion Plan

A.W. Pickel, III, former president of NAMB, needed an LOS to make mortgages faster and more economically for his new business model

Southfield, Michigan, October 20, 2008 – Mortgage Builder Software, an industry leader in innovative loan origination software (LOS), has announced that it has been selected by Overland Park, Kansas-based mortgage banker LeaderOne Financial, as its new mortgage origination software solution. A.W. Pickel, III, LeaderOne's founder and CEO, has recently announced his company is in negotiations to acquire a bank as the first step towards a multi-state expansion program.

"We needed an enterprise-scale loan origination system," says Pickel, a well-known mortgage industry figure and former president of the National Association of Mortgage Brokers. "We looked at many systems and found that Mortgage Builder had the solution we needed to help us grow and do so rapidly." LeaderOne's planned expansion includes opening up new loan centers in several parts of the country, so Pickel wanted a system that could scale rapidly along with his expansion. In addition, Mortgage Builder's "everything is included" approach to their LOS offering was highly attractive, as it meant cost savings on several features that otherwise would be needed from third parties.

"Mortgage Builder's standard core platform includes a compliant document engine that lets us draw loan documents as needed and save consumers hundreds of dollars on each loan," Pickel says. "We have run our offices paperlessly for years, and understand well the benefits in time and money saved," he adds. "Mortgage Builder also includes electronic document management and electronic investor delivery functionality at no additional charge. That offers us substantial cost savings in each loan that we will pass on to our customers, giving us a competitive advantage."

Keven Smith, Mortgage Builder's CEO, notes that "Some lenders have found that with the additional features Mortgage Builder includes at no extra cost, their software pays for itself every month." Smith also says that LeaderOne is a very good fit with his company's philosophy. "A.W. Pickel's industry-wide reputation for professionalism and customer service is right in line with Mortgage Builder's core business values. We have

offered clients an outstanding solution at a reasonable cost for over ten years, and have been recognized many times for our customer service.” This year, Mortgage Builder is a finalist for Mortgage Technology magazine’s prestigious “Help Desk” award for 2008, to be presented at the upcoming Mortgage Bankers Association Annual Convention in San Francisco.

“Another feature that attracted A.W. Pickel to Mortgage Builder is our FHA capability,” Smith adds. “LeaderOne has always been very active in FHA lending over its 15 year history, and our platform is completely government loan-ready, with FHA forms and workflow. A.W.’s loan origination team will feel right at home with Mortgage Builder.”

Pickel says his organization will be more involved with FHA lending than ever before. “We will be serving many markets in which FHA has always been important, even before the expanded loan limits became effective,” he observes. “We’re based in the Midwest, right in America’s heartland, which is FHA country. Mortgage Builder is a Midwest-based company also, and both our companies believe in dealing ‘fairly and squarely’ with our customers. It’s part of our Midwestern DNA.”

About Mortgage Builder

Headquartered in Southfield, Michigan, Mortgage Builder Software, Inc. has been providing industry-leading loan origination software (LOS) to mortgage banks, community banks, credit unions and financial institutions for over ten years, and was the first to provide a Linux-based LOS. Mortgage Builder is an end-to-end mortgage lending solution for both retail and wholesale production business models, delivering pre-qualification tools, processing, underwriting, closing, post-closing, final document tracking, secondary marketing, warehousing, delivery, interim servicing and construction loan tracking, all with application service provider (ASP), purchase and Software as a Service (SaaS) platform options. Mortgage Builder maintains the highest customer retention rate in the industry, as well as the highest implementation success rate. The company was named by *Mortgage Technology* magazine as one of the industry’s Top 50 Service Providers in both 2007 and 2008, and is a finalist in 2008 for *Mortgage Technology*’s prestigious Help Desk Award, recognizing outstanding customer service. For more information, visit www.MortgageBuilder.com.