

## **G. Brar, Mortgage Consultant & Associates choose MorWEB**

June 1, 2006 — Marlborough Stirling Canada (MSC) is pleased to announce that G. Brar, Mortgage Consultant & Associates have selected MorWEB as their preferred system for mortgage origination and customer management. MorWEB is Marlborough Stirling Canada's mortgage broker origination technology, designed to streamline the application process between brokers and lenders.

Gurdeep Brar, a 20 year veteran of the financial services industry stated, "MorWEB is a great step forward from what I've been using to date. It's easy to use and navigate and everything I need is right there in front of me. MorWEB's seamless connection to lenders is also a major benefit. I can interact in real time, which allows deals to be approved faster than ever before. Because MorWEB is web-based, all I need is a web browser and an internet connection and I can do business any time and anywhere. I can even set up a secure mortgage application form on my website that captures customer data and automatically loads it into MorWEB so I don't have to re-key anything."

Scott Baldwin, MorWEB's Director for Eastern Canada, says: "we are thrilled that Gurdeep Brar has chosen MorWEB as the origination platform on which to build her new business as an independent. She is very well known and respected in Ontario through her four years with Invis, and now she's successfully setting out on her own in Halifax. We take pride in knowing that MorWEB will play a key role in the growth of her business, and remain committed to backing her and all of our clients with outstanding customer support."

"The training I received was phenomenal," Brar adds. "The MorWEB team was especially responsive and offered a nice personal touch to the training. They have a thorough understanding of how brokers think and work with technology, and they have set up the training program to reflect that knowledge and make it easy to learn the system quickly and in great detail. I also appreciate the fact that after the initial training they have continued to work closely with me as I transition to the new system, and respond promptly whenever I've needed them."

"Marlborough Stirling Canada is taking a proactive approach in ensuring our clients' experience is exceptional from the outset," says Dave Nichol, Director, MorWEB Sales. "All too often new technology is implemented with little or no training, which leads to frustration and in some cases, a more convoluted and inefficient process. Our goal is to ensure that clients can quickly adjust to the new environment and can make the most of the business efficiencies MorWEB provides. We know that MorWEB is setting new standards for functionality, and we're determined to back that up with the type of quality and consistent service the market deserves."

## **About G. Brar, Mortgage Consultant & Associates**

Gurdeep Brar is a 20 year veteran of the financial services industry. She has worked at a number of different roles for numerous financial institutions in Canada, including: Royal Bank of Canada, TD Canada Trust, and Scotiabank. She led a team of 6 people in the Ontario mortgage market as a representative for Invis Inc., and has since diversified her business interests into Atlantic Canada. She has achieved top performance levels for Invis in the Atlantic Canada

market, and was presented with an award for Sales Excellence in 2005. Her experience and success have made Ms. Brar one of the most sought after mortgage representatives in her region. For more information contact:

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## About Marlborough Stirling Canada

Marlborough Stirling Canada (MSC) is a technology services provider to the Canadian mortgage industry. MSC offers a complete range of hosted and licensed software solutions capable of achieving seamless straight through processing of mortgage business from initial customer inquiry to final loan discharge. MSC's solutions include **MorWEB** (origination system for brokers and lender sales forces), **Omiga** (underwriting, fulfillment and funding), and **Optimus** (mortgage servicing).

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