



## PRESS RELEASE



*Canadian Mortgage News - National Archive 2006*

### **Approved Mortgage Inc. chooses MorWEB**

June 15, 2006 — Marlborough Stirling Canada (MSC) is pleased to announce that Approved Mortgage Inc. have selected MorWEB as their preferred system for mortgage origination and customer management.

Approved Mortgage - a respected mortgage brokerage firm based in Calgary, Alberta - will use MorWEB for all aspects of mortgage origination, from a client's initial inquiry through to commitment from the selected lender.

Todd Morstad, owner of Approved Mortgage Inc. says: "MorWEB is a much more capable system than anything we've used to date. Because it is web-based, we can sign on to the system from any location with Internet service and have full access to all of our client files and business data without having to install any special software. It is also highly reliable; with MorWEB we have never experienced any frustrating instances of data being lost or corrupted during transmission to the lenders, and every time we need it the system is online and available for use."

"MorWEB provides the complete package that today's brokers need to succeed," says Shawn Wilson, MorWEB's Regional Director, Prairies. "Brokers can capture customer, property and credit details and then model and submit applications directly to the lenders, who can then respond with their decisions including conditions and a commitment letter, all online and in real time. MorWEB helps brokers become more productive by greatly reducing their amount of time and effort spent on data entry, and allowing them to spend more of their time building relationships and providing quality customer service."

Todd Morstad adds: "The MorWEB team really understands the value of my time. They know that I'm most effective when I'm working face to face with my clients, and I know that with MorWEB I'll be able to make the most of that. Re-keying is eliminated, faxes are history, and communication with the lender is faster and easier than ever before. They have also developed a tremendous support program and a personal approach to training and service that helped me to get up to speed on the new system in very little time at all. When it comes to service, Marlborough Stirling Canada certainly delivers on their promise."

Approved Mortgage is a firm that has built a great deal of its success on knowing what is going on in the marketplace," says Dave Nichol, Director, MorWEB Sales, "and we appreciate their support. We look forward to working with them and developing a positive long term relationship."

### **About Approved Mortgage Inc.**

For information about Approved Mortgage Inc. contact:

**Todd Morstad**  
Broker/Owner  
Approved Mortgage Inc.

600-602 12th Avenue SW  
Calgary, AB T2R 1J3  
(T) 403-284-4000  
(E) [todd@approvedmortgage.ca](mailto:todd@approvedmortgage.ca)  
Website: [www.approvedmortgage.ca](http://www.approvedmortgage.ca)

## 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).

## For information on MorWEB:

### **Scott Baldwin**

Regional Director, Eastern Canada  
(T) 416-697-3698  
(E) [scott@morweb.ca](mailto:scott@morweb.ca)

### **Mike Ashe**

Regional Director, BC  
(T) 778-228-7784  
(E) [mike@morweb.ca](mailto:mike@morweb.ca)

### **David P. Nichol**

Director, MorWEB Sales  
(T) 416-801-8144  
(E) [dave@morweb.ca](mailto:dave@morweb.ca)

### **Shawn Wilson**

Regional Director, Prairies  
(T) 403-589-6068  
(E) [shawn@morweb.ca](mailto:shawn@morweb.ca)

## For information on MorWEB lender connectivity:

### **Stewart Eadie**

Vice President, ASP Accounts  
(T): 416-620-2692  
(E): [stewart.eadie@mscanada.com](mailto:stewart.eadie@mscanada.com)