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## Mortgage and Underwriting packaging service launched to enable brokers to combat low acceptance rates from lenders

Up to 20% of mortgage applications are not even logged on a lender's system and are automatically discarded according to a new survey of lenders conducted by Select Finance Group. A further 50% of applications are failing due to constant changes in acceptance criteria or because lenders are being intentionally disingenuous about being open for business.

Trevor Grant, MD of Select Finance Group, "We believe that with greater lender information and fine-tuned packaging, the volume of broker mortgage approvals will increase significantly. As a consequence, Select now offers an in-house specialist packaging support service to brokers who wish to retain complete autonomy, available as a pay-as-you-go facility."

Lenders are lending, but it's a tougher and more complex market. Brokers now need to be supported with on-site expertise to enable them to identify which lender is most likely to accept their client and to prepare a bespoke application to suit that lender.

Trevor concluded, "We are confident that we will be able to place at least one additional mortgage each month for the typical mortgage brokerage, thereby generating further mortgage and ancillary income."