

# 2023 NAMFS CONFERENCE

Proper Scoping to Maximize Approvals



## Proper Scoping to Maximize Approvals

In today's environment volume and pricing are the focus for our industry. As you've heard earlier in the pricing initiative, NAMFS is fully engaged in discussions with the GSEs and HUD advocating for pricing increases. Volumes are at an all-time low, so we need to maximize the time spent at each property to increase efficiency and reduce expenses. This panel will discuss what to look for when scoping the property to help you increase profit and reduce costly returns and chargebacks.



# Proper Scoping to Maximize Approvals

What is the most critical item you see that is missed at properties on the initial secure/inspection?



# Getting it right the first time you are at the property.



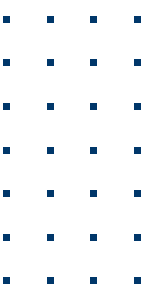
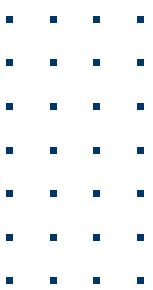


# Getting it right the first time you are at the property.





What challenges do you encounter on the initial  
secure that make it hard to provide accurate  
bids?





What should you look for or do while you're walking  
around the property for the first time?



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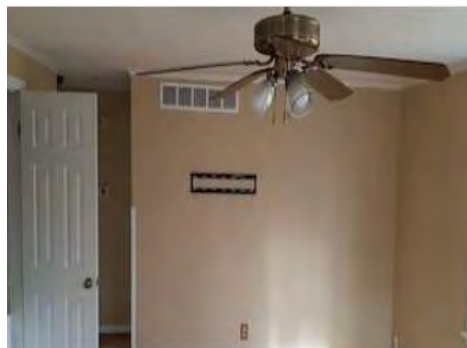
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**Getting it right the first time you are at the property.**

What should the local vendor do to make it easier to  
create and submit their bids?

**Getting it right the first time you are at the property.**

What can the national companies do to help the regional and local vendor submit more accurate and complete bids?



# Getting it right the first time you are at the property.





**Getting it right the first time you are at the property.**

What item is missed most frequently that  
causes reconveys or chargebacks?

**Getting it right the first time you are at the property.**

Why should you bid it even if it will not get  
approved?

**Getting it right the first time you are at the property.**

Questions?

**Getting it right the first time you are at the property.**

Final Thoughts?