

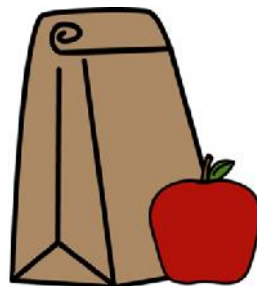


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SIMPLIFYING COMPLEXITY

Lunch 'n Learn

Compass Cleanup



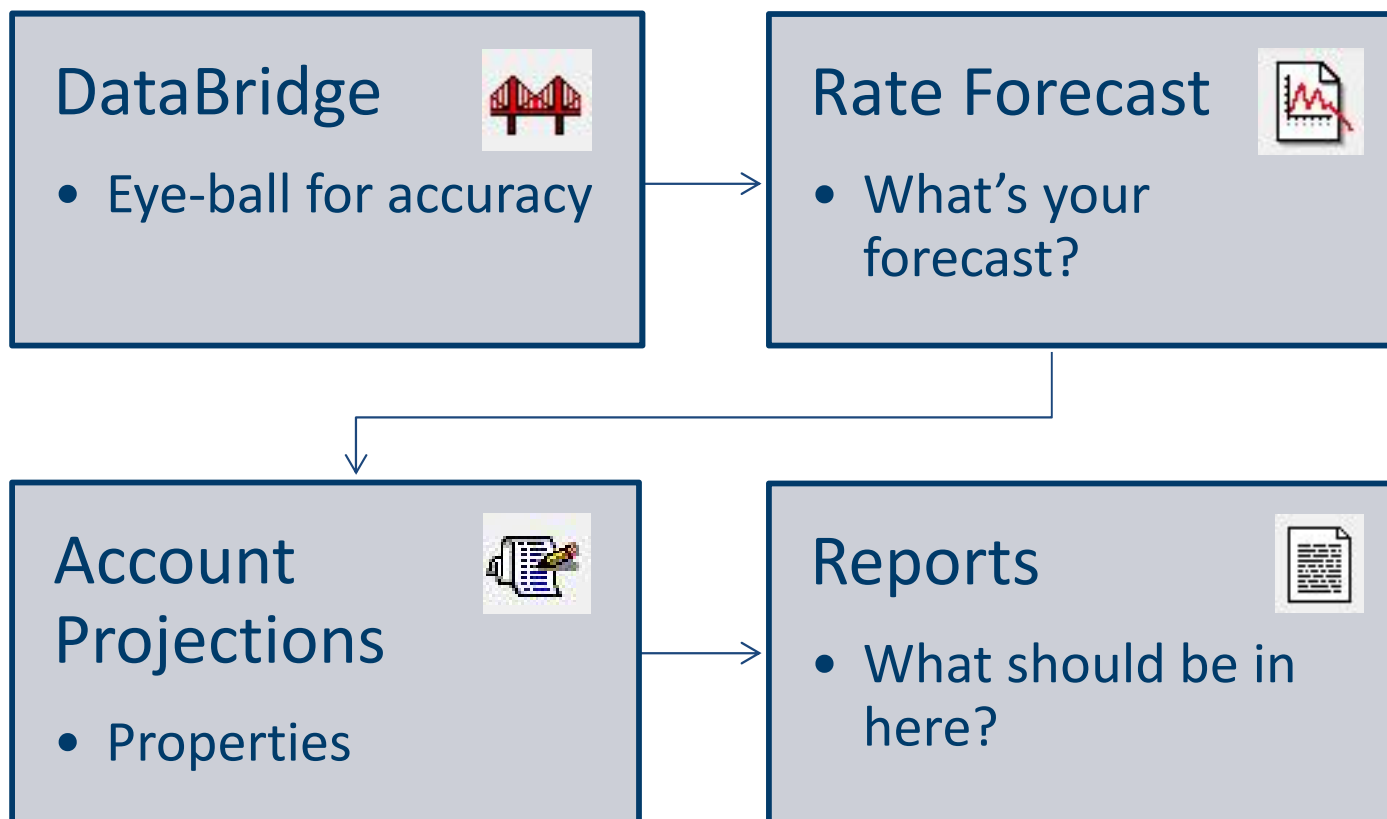
Presented by: Jenny Mello

This Session is Designed For:



All versions of Compass

Compass Cleanup



Compass Cleanup

DataBridge



- Eye-ball for accuracy

F6 on the keyboard, what doesn't belong?

Loan Codes				Data Goes To
20	F	0 1	150	Commercial Lns - Fix
20	F	0 1	200	Commercial Lns - Fix
20	F	0 1	225	Commercial Lns - Fix
20	F	0 1	230	Commercial Lns - Fix
20	F	0 1	231	Commercial Lns - Fix
20	F	0 1	232	Commercial Lns - Fix
20	U	0 3	236	Commercial Lns - Fix
20	F	0 1	290	Commercial Lns - Fix
20	F	0 1	245	Commercial Lns - Fix
20	F	0 1	236	Commercial Lns - Fix
20	F	0 3	231	Commercial Lns - Fix

Compass Cleanup

Rate Forecast



- What's your forecast?

Rates should be current

Rates not Current These buttons process the data for all three scenarios

Scenario:

	Fed Funds	3 mo Tbill	6 mo Tbill	1 yr CMT	2 yr CMT	3 yr CMT	5 yr CMT	10 yr CMT	30 yr CMT	PRIME	1 mo LIBOR	3 mo LIBOR	6 mo LIBOR
2017 Jan	0.65	0.51	0.61	0.83	1.21	1.48	1.92	2.43	3.02	3.75	0.77	1.03	1.34
Feb	0.66	0.52	0.64	0.82	1.20	1.47	1.90	2.42	3.03	3.75	0.78	1.04	1.35
Mar	0.79	0.74	0.87	1.01	1.31	1.59	2.01	2.48	3.08	3.88	0.93	1.13	1.43
Apr	0.90	0.80	0.93	1.04	1.24	1.44	1.82	2.30	2.94	4.00	0.99	1.18	1.42
May	0.91	0.89	1.02	1.12	1.30	1.48	1.84	2.30	2.96	4.00	1.00	1.19	1.42
Jun	1.00	0.90	1.00	1.10	1.30	1.50	1.90	2.40	3.00	4.10	1.00	1.20	1.42
Jul	1.10	1.00	1.10	1.25	1.45	1.65	2.05	2.50	3.10	4.15	1.00	1.30	1.42
Aug	1.20	1.10	1.20	1.40	1.60	1.80	2.20	2.60	3.20	4.20	1.00	1.40	1.42
Sep	1.27	1.17	1.27	1.47	1.67	1.86	2.23	2.67	3.27	4.27	1.00	1.47	1.42
Oct	1.33	1.23	1.33	1.53	1.73	1.91	2.27	2.73	3.33	4.33	1.00	1.53	1.42
Nov	1.40	1.30	1.40	1.60	1.80	1.97	2.30	2.80	3.40	4.40	1.00	1.60	1.42
Dec	1.43	1.33	1.47	1.63	1.83	2.01	2.37	2.83	3.43	4.47	1.00	1.67	1.42
2018 Jan	1.47	1.37	1.53	1.67	1.87	2.06	2.43	2.87	3.47	4.53	1.00	1.73	1.42
Feb	1.50	1.40	1.60	1.70	1.90	2.10	2.50	2.90	3.50	4.60	1.00	1.80	1.42

Compass Cleanup

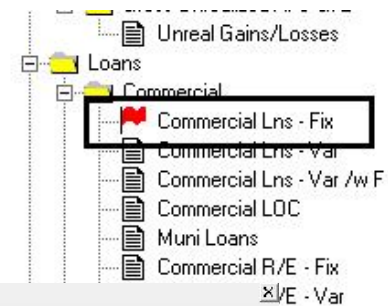
Account Projections

- Red Flags



Review reports for Properties

Clear **Red Flags!**



Directory		Chart of Accounts				
Reports		Community Bank				
Chart of Accounts		Chart of Accounts				
Custom Reports		Balance Sheet	Account Name	Accrual	Tax	Other Properties
Financial Reports		Assets				
Balance Sheet		Cash & Due				
Capital Adequacy		Cash & Cash Items				
Capital Ratios		Due From Banks				
Income Statement		Fed Funds Sold				
Rate Risk		Investments				
Account Pricing Value/Duration		U. S. Treasuries				
Dynamic CAP Summary		U. S. Agencies				
Gap		US Treasuries				
Non-parallel Driver Rate Analysis		US Agencies				
Non-parallel Economic Value of Equity		US Agencies - Step Ups				
Non-parallel Rate Shock Duration						
Non-parallel Rate Shock Income						
Non-parallel Rate Shock Rate Detail						
Non-parallel Rate Shock Summary						
Non-parallel Rate Shock Yield						
Parallel Economic Value of Equity						
Parallel Economic Value of Equity						

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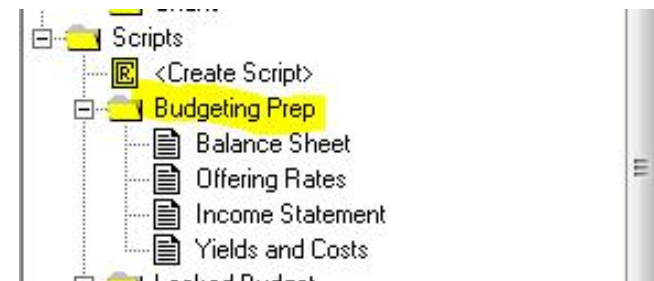
Reports

- What should be in here?



Script out your most used reports

Make your own report



Directory < Loan Dept Report

Community Bank Loan Dept Report (* indicates actual values)												
	Jan 2018	Feb 2018	Mar 2018	Apr 2018	May 2018	Jun 2018	Jul 2018	Aug 2018	Sep 2018	Oct 2018	Nov 2018	Dec 2018
Total Commercial	132,836	132,072	132,221	132,370	132,519	132,668	132,818	132,968	133,119	133,270	133,422	133,574
Yield	4.62	4.65	4.66	4.68	4.70	4.72	4.76	4.79	4.81	4.83	4.85	4.87
Pipeline	2,850	2,773	2,682	3,324	3,325	2,852	5,885	2,715	1,713	1,546	2,715	3,195
Income	526,370	472,051	522,888	508,679	528,921	511,131	536,097	540,125	526,061	516,017	531,032	552,723
Total Residential	45,537	45,575	45,613	45,651	45,689	45,727	45,765	45,803	45,842	45,880	45,918	45,956
Yield	4.79	4.89	4.93	4.96	5.00	5.03	5.06	5.10	5.13	5.17	5.21	5.25
Pipeline	7,349	1,121	1,041	1,092	1,256	995	889	896	1,028	1,083	933	826
Income	182,421	182,779	187,857	188,048	190,850	191,201	193,827	195,287	195,447	198,428	198,796	201,767



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Upcoming Events

Compass Advanced Coaching - Friday, September 15th 2017

Compass Roundtable - Friday, December 15th 2017

Upcoming Lunch 'n Learns

September – Report Designer

October – Annual Webinar: Budgeting Best Practices

Check out www1.plansmith.com/events for more event info,
or contact Jenny Mello at 800-323-3281 or jenny@plansmith.com



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Thanks for Attending!

If you have any questions,
please contact us at **800-323-3281**
or **support@plansmith.com**