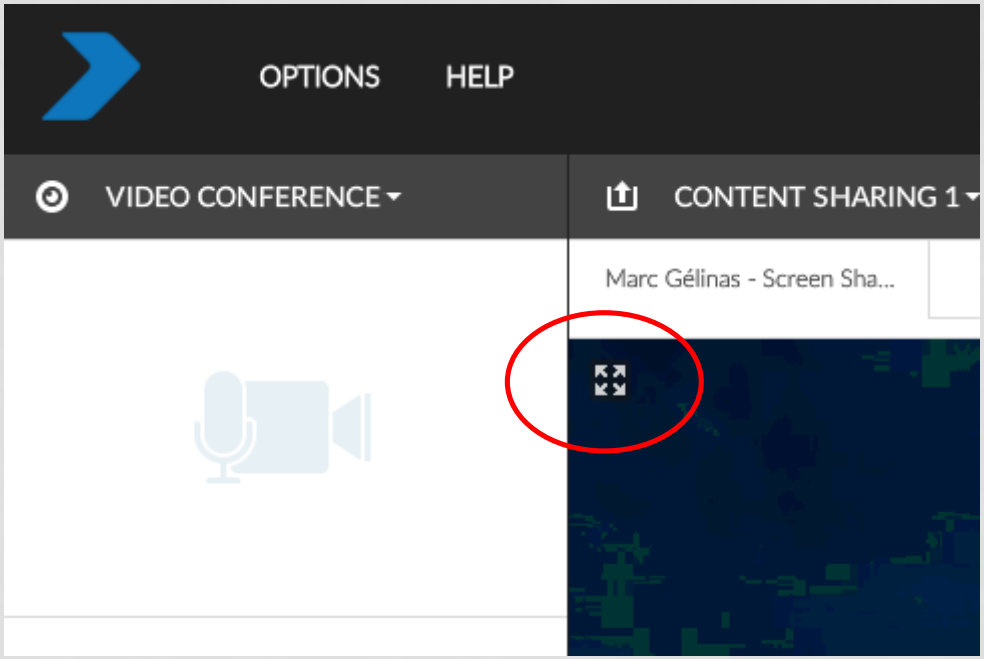
Margill Loan Manager

WHAT'S NEW IN VERSION 4.2

Dec. 8 2016

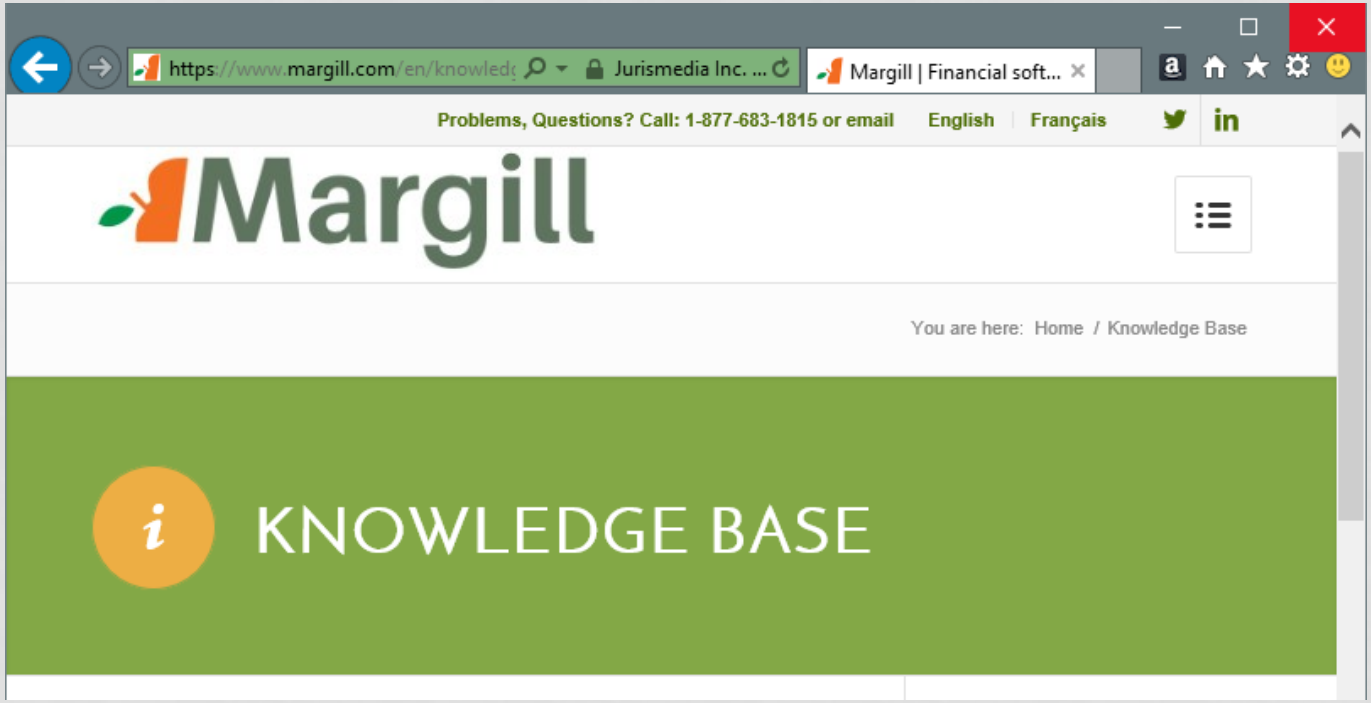
Webinar (15-20 minutes)


OPTIONS
HELP
VIDEO CONFERENCE
CONTENT SHARING 1
Marc Gélinas - Screen Sha...

New Website

Website launched on November 3rd, 2016

Knowledge Base will include, over time, a host of questions / answers / examples / tips and tricks



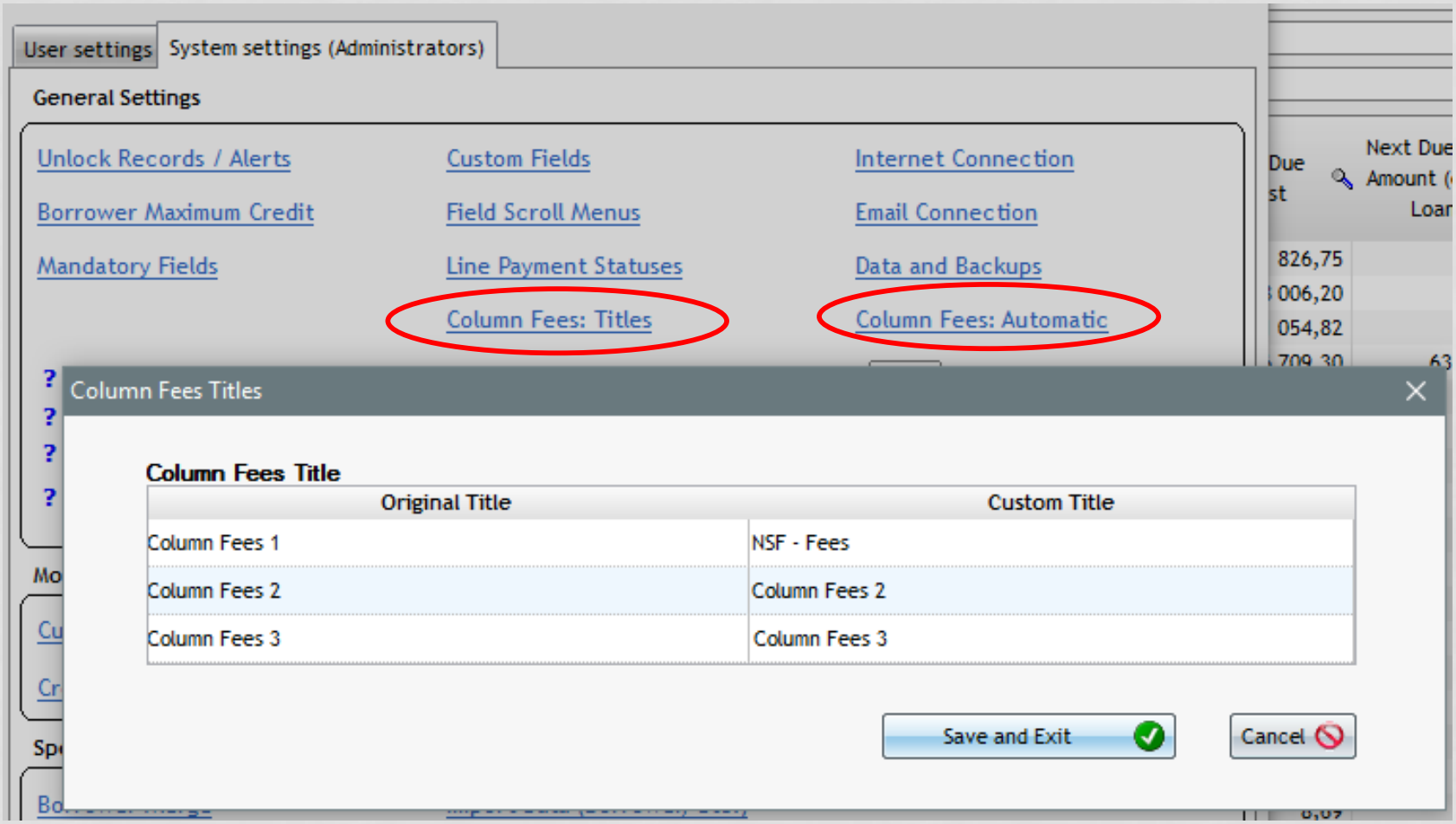
Game Plan

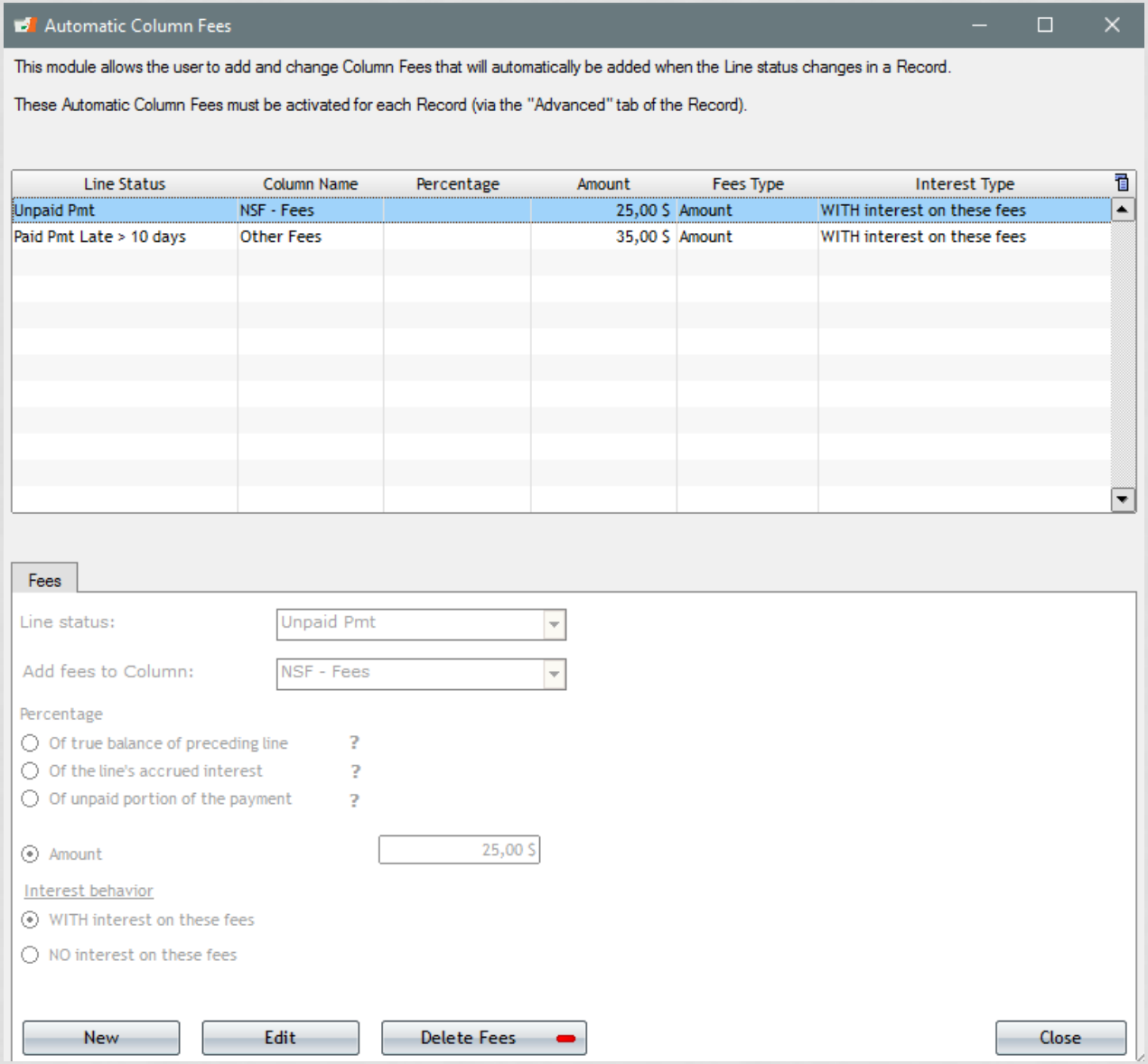
- New website www.margill.com
- Overview of the major changes in version 4.2
- Changes to come in version 4.3

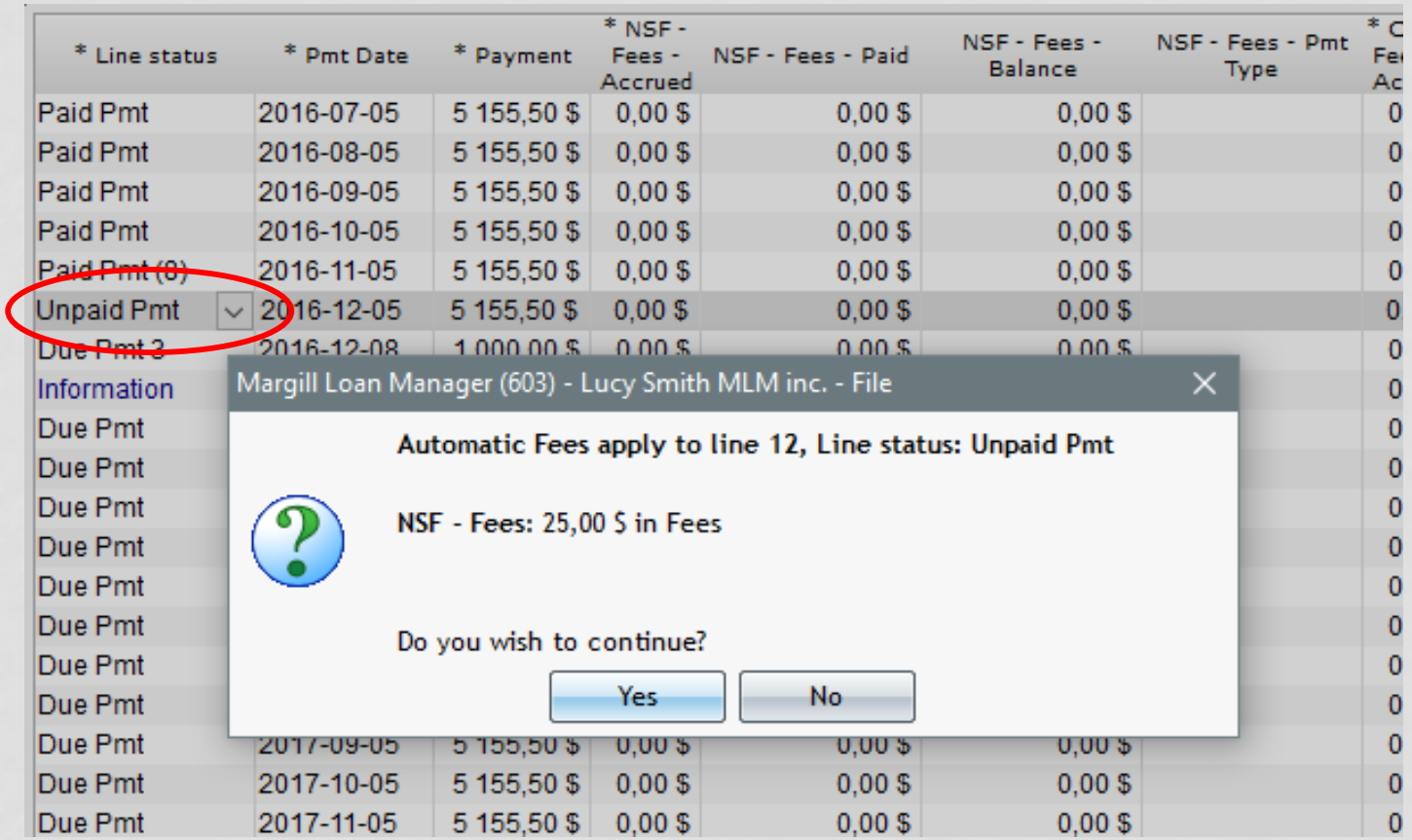
3 Most Important Improvements

- **Automatic Column Fees**
  - Unpaid Pmt so charge $25 for example
- **Global Database changes**
  - Record changes
  - Borrower changes
- **Post-payment tool**
  - Partial, late, partial late payments
  - Paid to Unpaid payments in batches
  - Add fees directly though window
  - Select only specific Records to display
  - Add payments via an Excel file

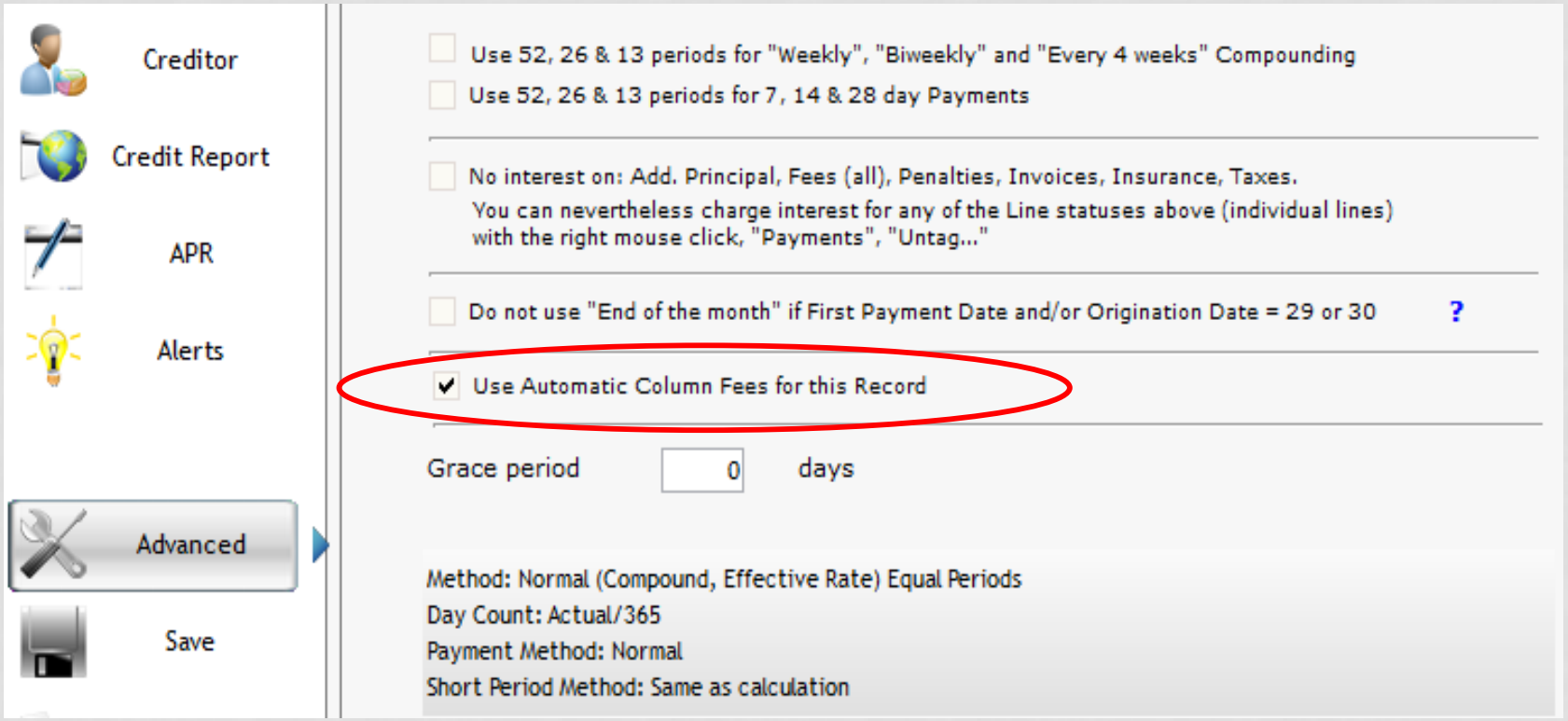
Automatic Column Fees




Automatic Column Fees
This module allows the user to add and change Column Fees that will automatically be added when the Line status changes in a Record.
These Automatic Column Fees must be activated for each Record (via the "Advanced" tab of the Record).
Line Status
Column Name
Percentage
Amount
Fees Type
Interest Type
Unpaid Pmt
NSF - Fees
25,00 $
Amount
WITH interest on these fees
Paid Pmt Late > 10 days
Other Fees
35,00 $
Amount
WITH interest on these fees
Fees
Line status:
Unpaid Pmt
Add fees to Column:
NSF - Fees
Percentage
Of true balance of preceding line
Of the line's accrued interest
Of unpaid portion of the payment
Amount
25,00 $
Interest behavior
WITH interest on these fees
NO interest on these fees
New
Edit
Delete Fees
Close

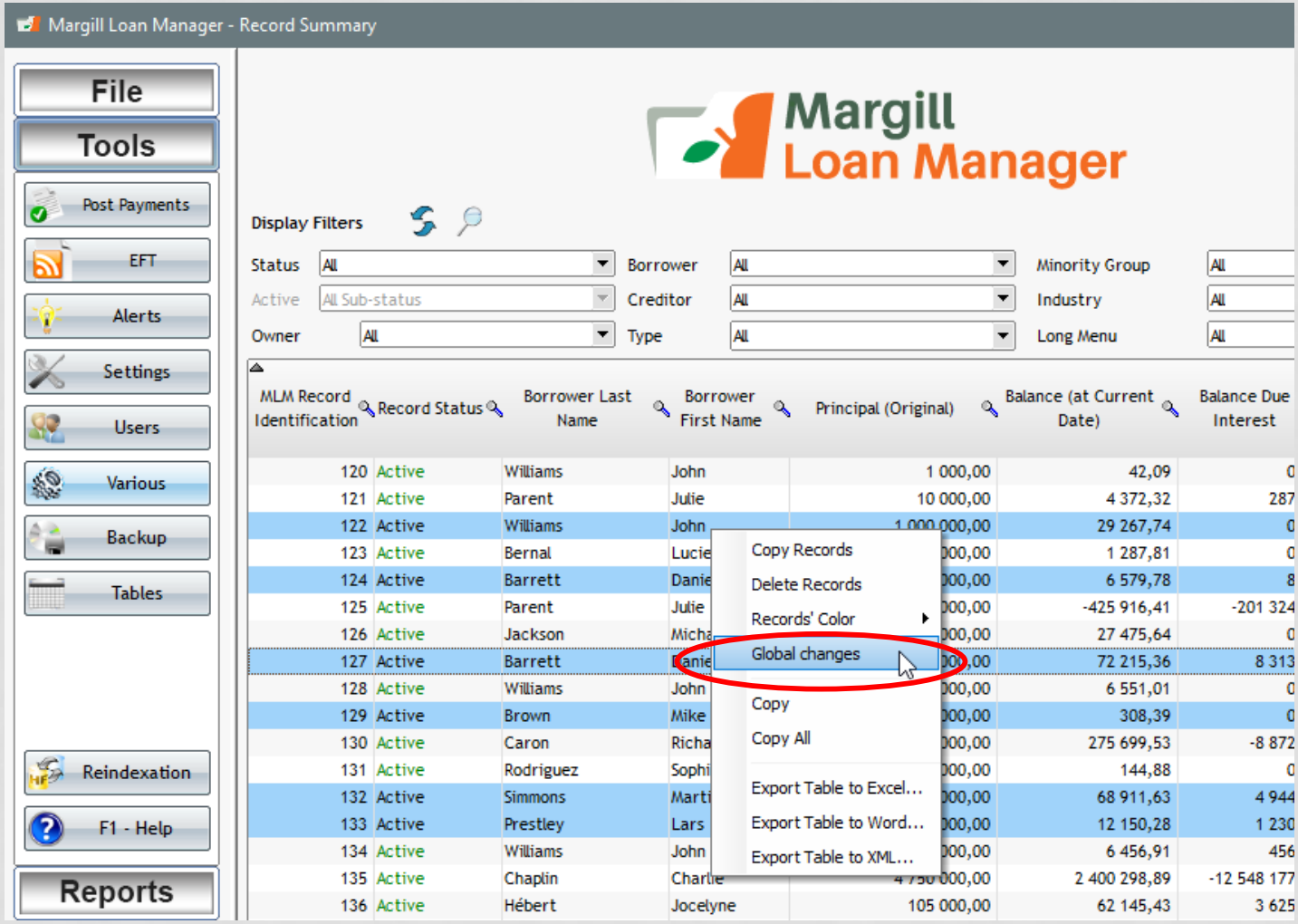


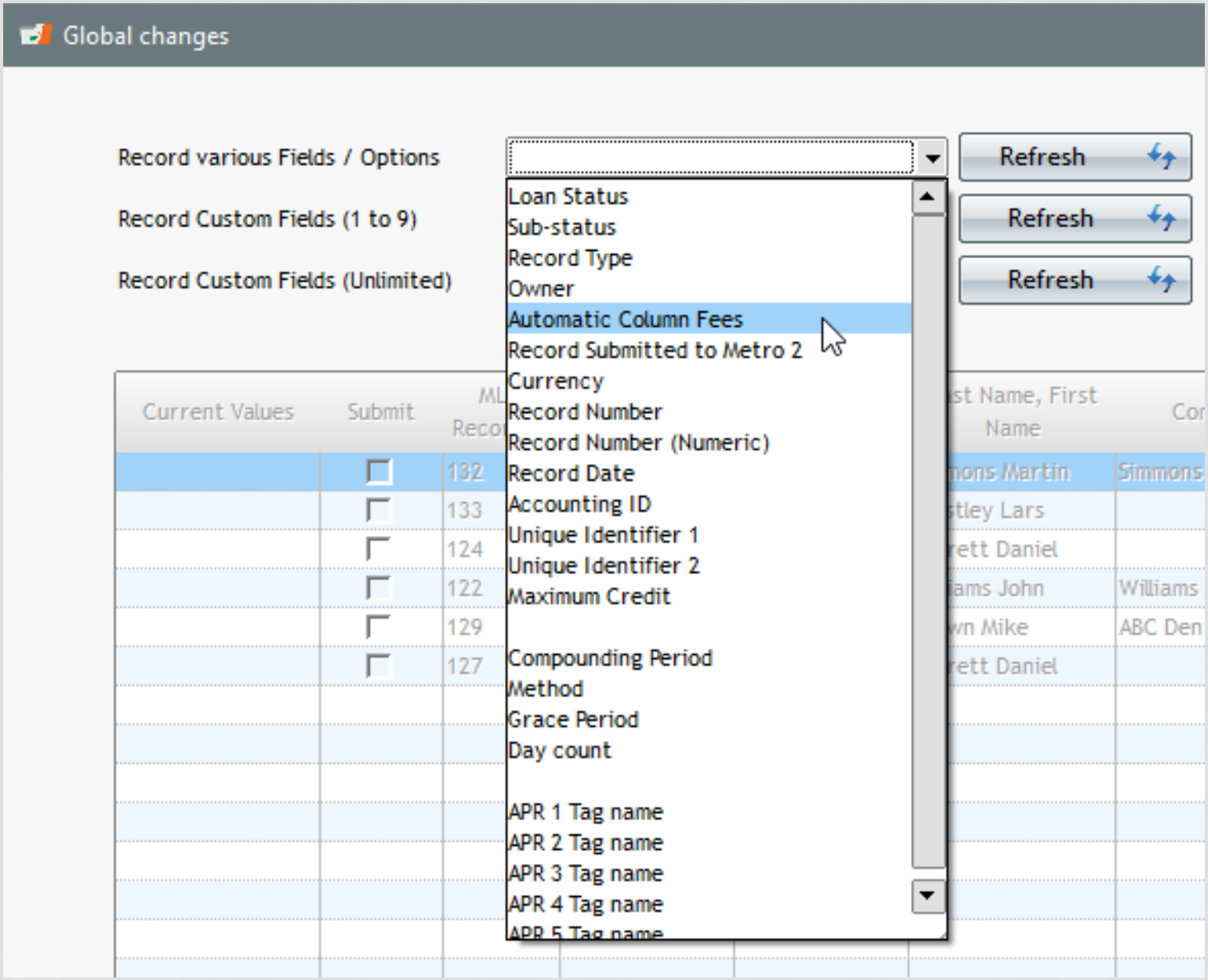
* Line status	* Pmt Date	* Payment	* NSF - Fees - Accrued	NSF - Fees - Paid	NSF - Fees - Balance	NSF - Fees - Pmt Type
Paid Pmt	2016-07-05	5 155,50 $	0,00 $	0,00 $	0,00 $	
Paid Pmt	2016-08-05	5 155,50 $	0,00 $	0,00 $	0,00 $	
Paid Pmt	2016-09-05	5 155,50 $	0,00 $	0,00 $	0,00 $	
Paid Pmt	2016-10-05	5 155,50 $	0,00 $	0,00 $	0,00 $	
Paid Pmt (8)	2016-11-05	5 155,50 $	0,00 $	0,00 $	0,00 $	
Unpaid Pmt	2016-12-05	0,00 $	25,00 $	0,00 $	25,00 $	
Due Pmt 2	2016-12-08	1 000,00 $	0,00 $	0,00 $	25,00 $	

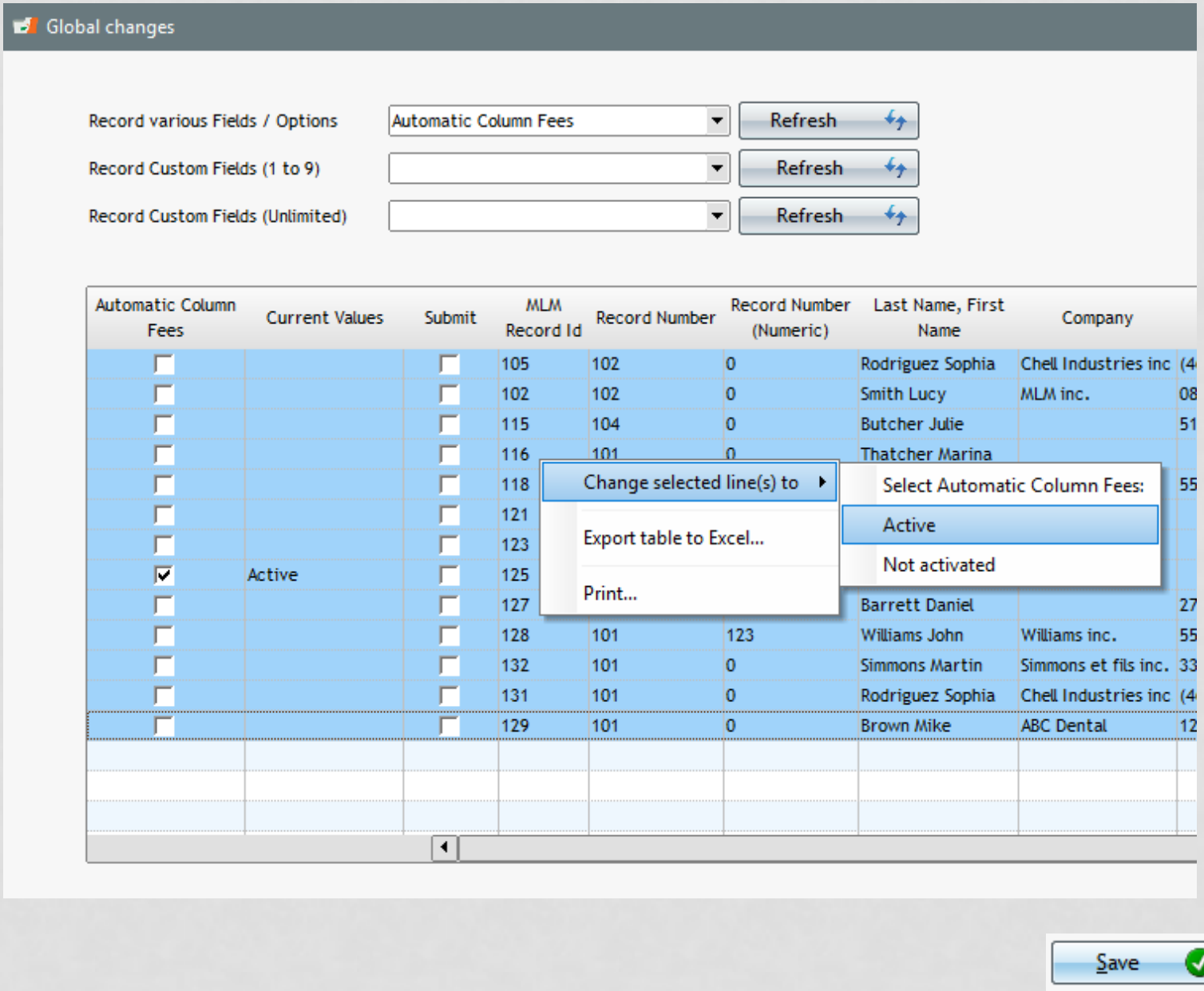


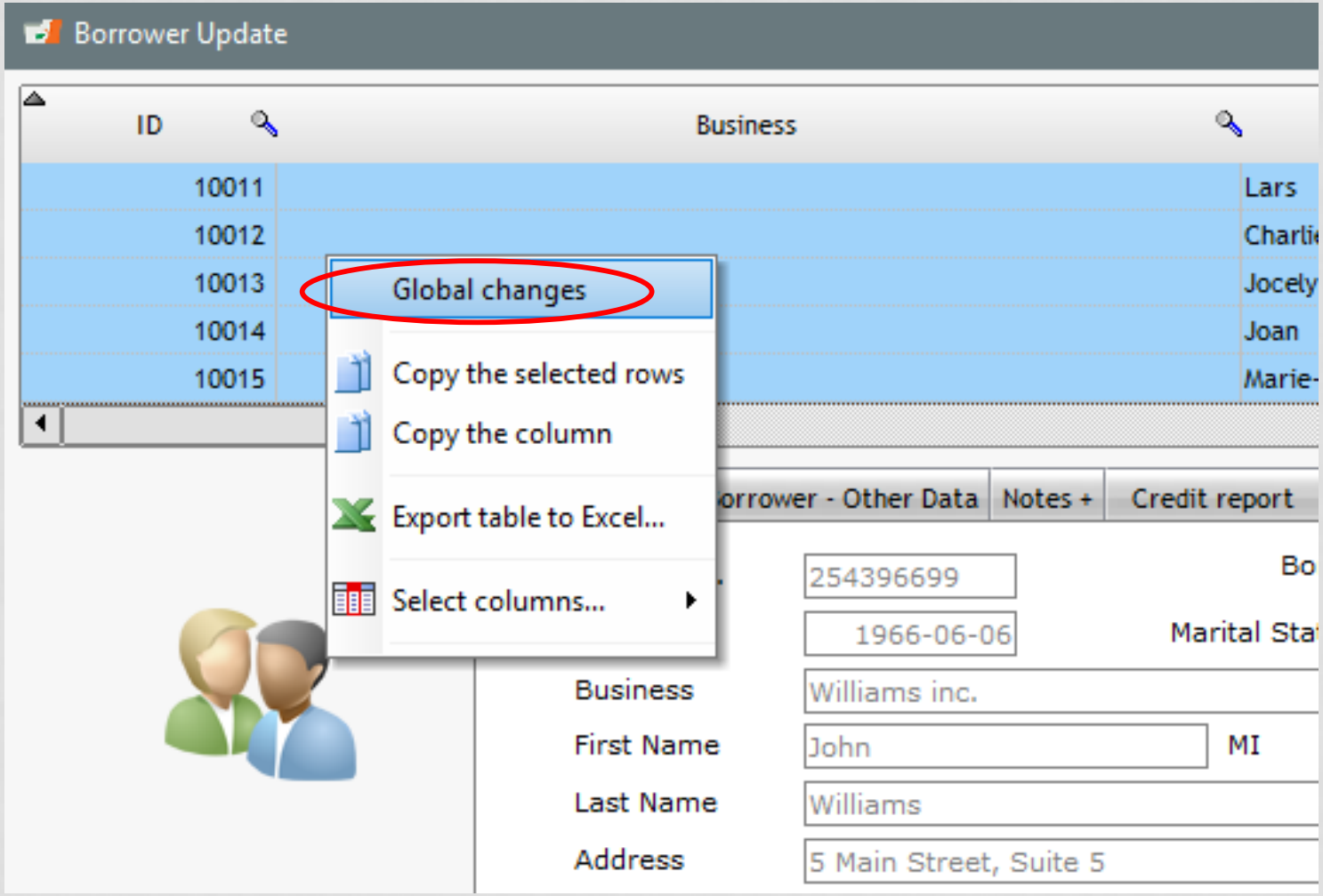
It is not necessary to activate the automatic Column Fees one by one by opening each of the Records...

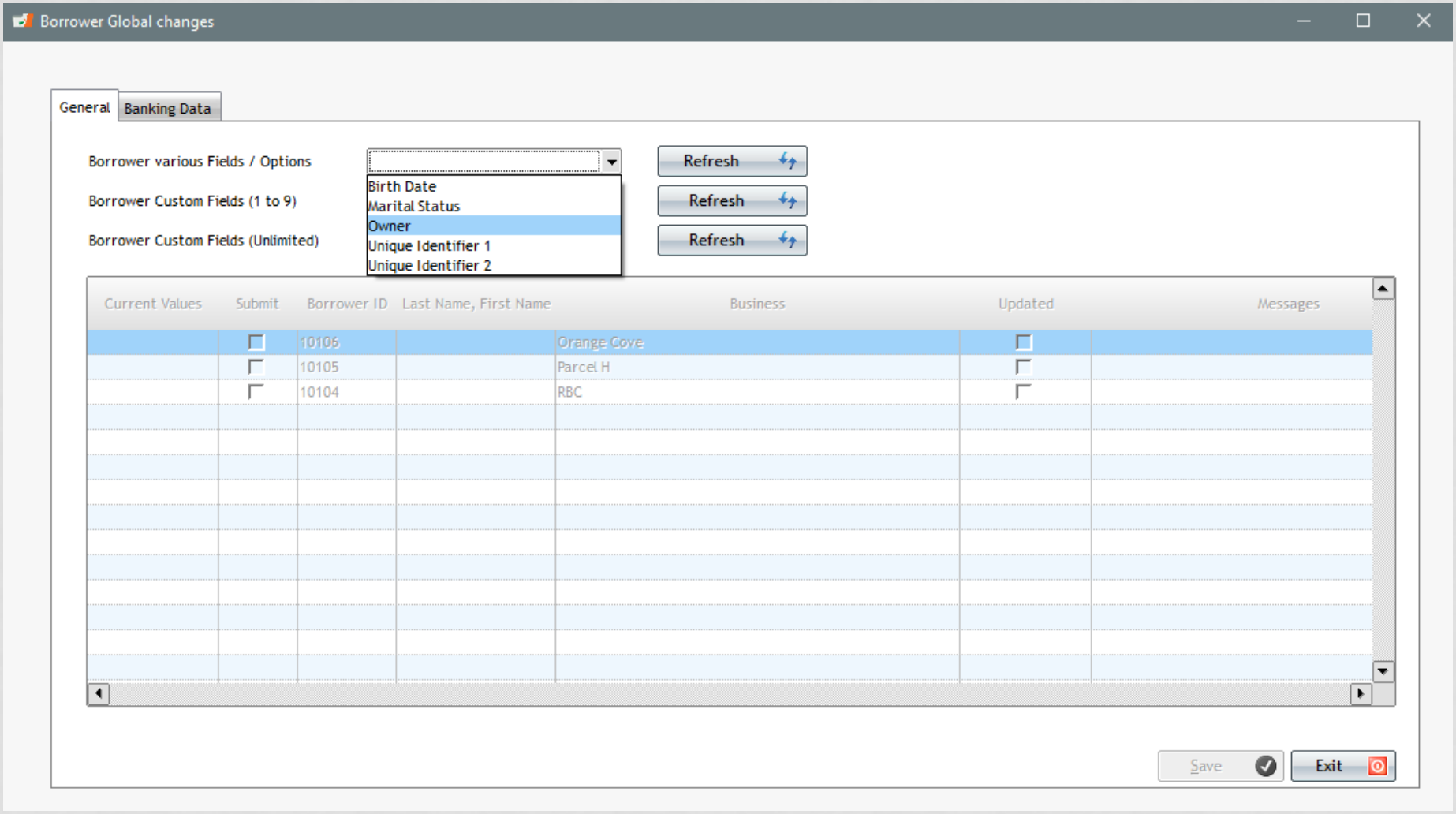
Global Database Changes




Global changes
Record various Fields / Options
Record Custom Fields (1 to 9)
Record Custom Fields (Unlimited)
Refresh
Refresh
Refresh
Loan Status
Sub-status
Record Type
Owner
Automatic Column Fees
Record Submitted to Metro 2
Currency
Record Number
Record Number (Numeric)
Record Date
Accounting ID
Unique Identifier 1
Unique Identifier 2
Maximum Credit
Compounding Period
Method
Grace Period
Day count
APR 1 Tag name
APR 2 Tag name
APR 3 Tag name
APR 4 Tag name
Current Values
Submit
Name, First Name
132
133
124
122
129
127
Simmons
Williams
ABC Den

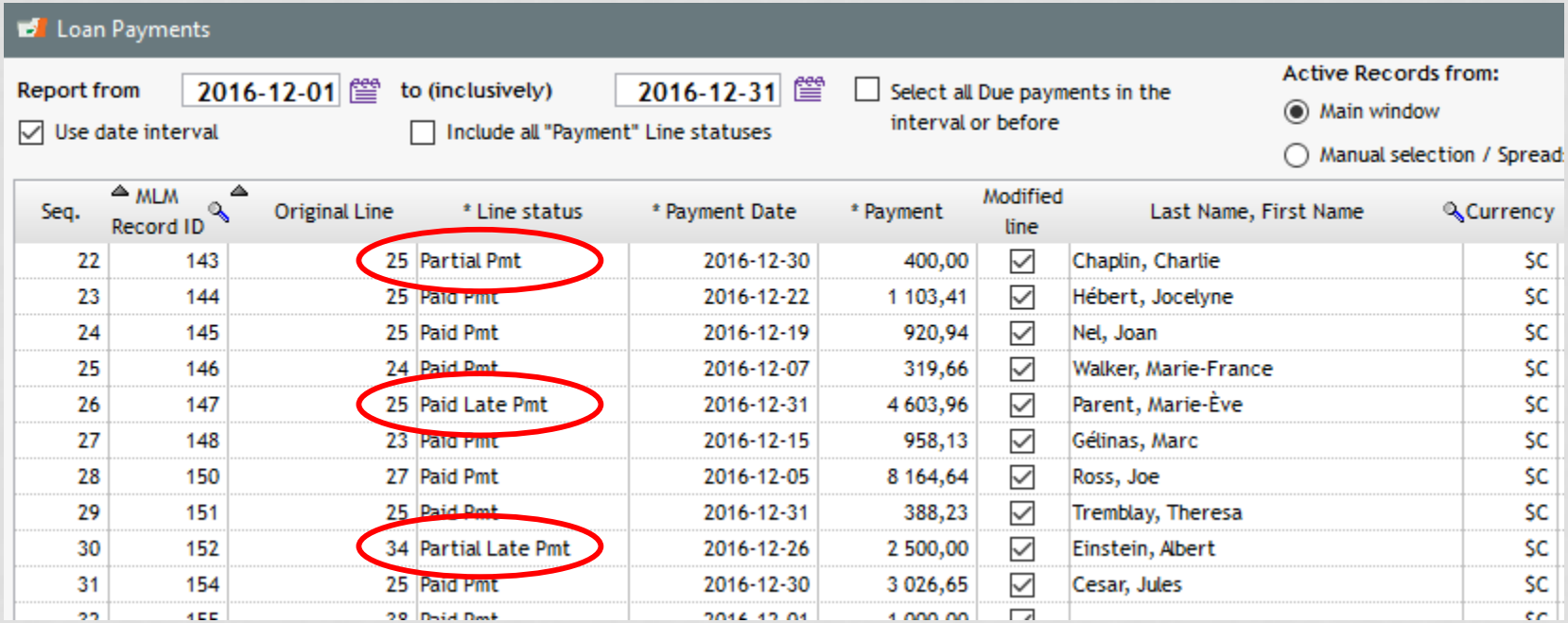

Global changes
Record various Fields / Options
Automatic Column Fees
Refresh
Record Custom Fields (1 to 9)
Refresh
Record Custom Fields (Unlimited)
Refresh
Automatic Column Fees
Current Values
Submit
MLM Record Id
Record Number
Record Number (Numeric)
Last Name, First Name
Company
105 102 0 Rodriguez Sophia Chell Industries inc
102 102 0 Smith Lucy MLM inc.
115 104 0 Butcher Julie
116 Thatcher Marina
118
121
123
Active
125
127 Barrett Daniel
128 101 123 Williams John Williams inc.
132 101 0 Simmons Martin Simmons et fils inc.
131 101 0 Rodriguez Sophia Chell Industries inc
129 101 0 Brown Mike ABC Dental
Change selected line(s) to
Export table to Excel...
Print...
Select Automatic Column Fees:
Active
Not activated
Save


Borrower Update
ID
Business
10011
10012
10013
10014
10015
Lars
Charlie
Jocely
Joan
Marie-
Global changes
Copy the selected rows
Copy the column
Export table to Excel...
Select columns...
orrower - Other Data
Notes +
Credit report
254396699
1966-06-06
Marital Sta
Business
Williams inc.
First Name
John
MI
Last Name
Williams
Address
5 Main Street, Suite 5


Borrower Global changes
General
Banking Data
Borrower various Fields / Options
Borrower Custom Fields (1 to 9)
Borrower Custom Fields (Unlimited)
Refresh
Refresh
Refresh
Birth Date
Marital Status
Owner
Unique Identifier 1
Unique Identifier 2
Current Values
Submit
Borrower ID
Last Name, First Name
Business
Updated
Messages
10106
Orange Cove
10105
Parcel H
10104
RBC
Save
Exit

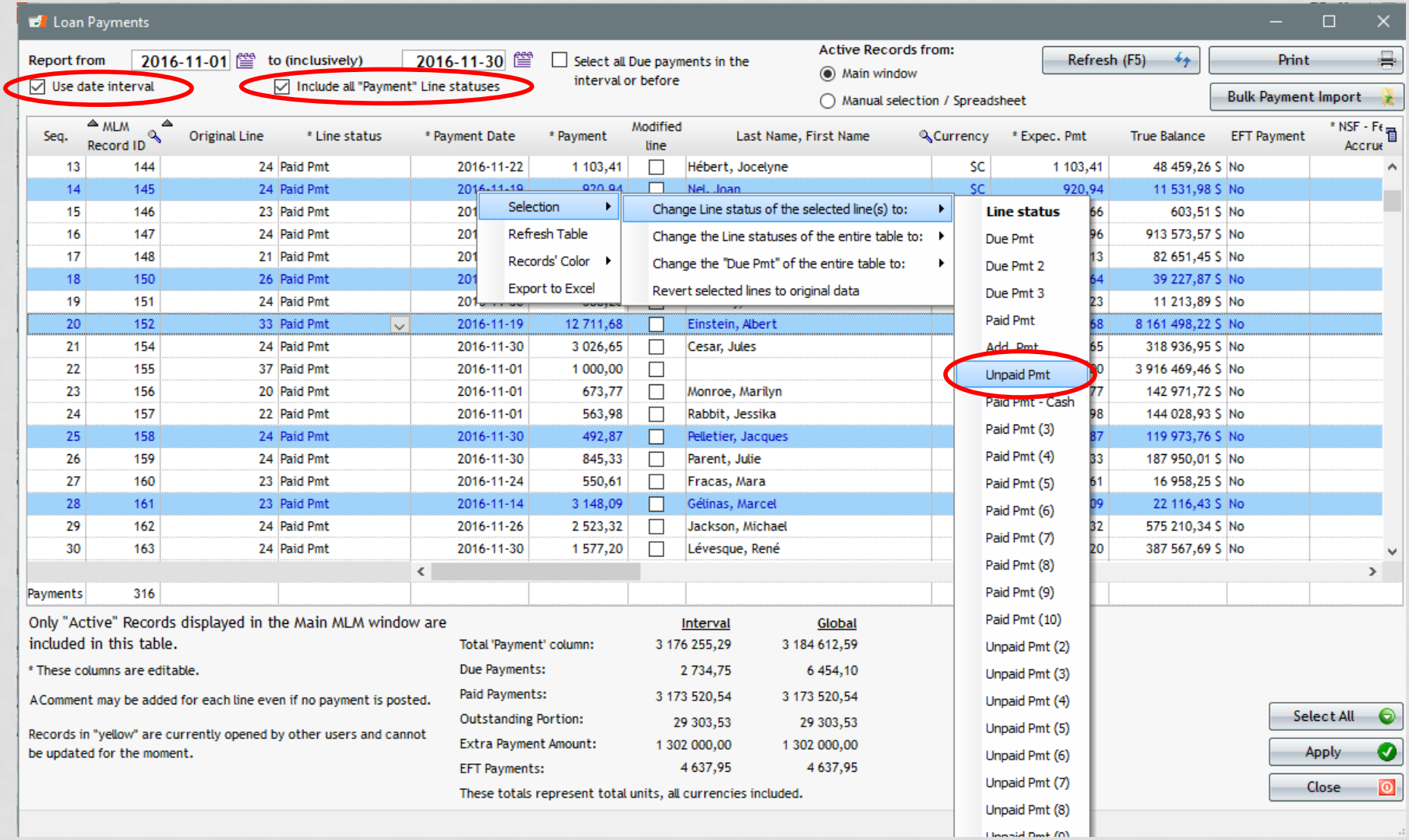
Vast Improvement of Post Payment Tool

Partial Pmt, Paid Late Pmt and Partial Late

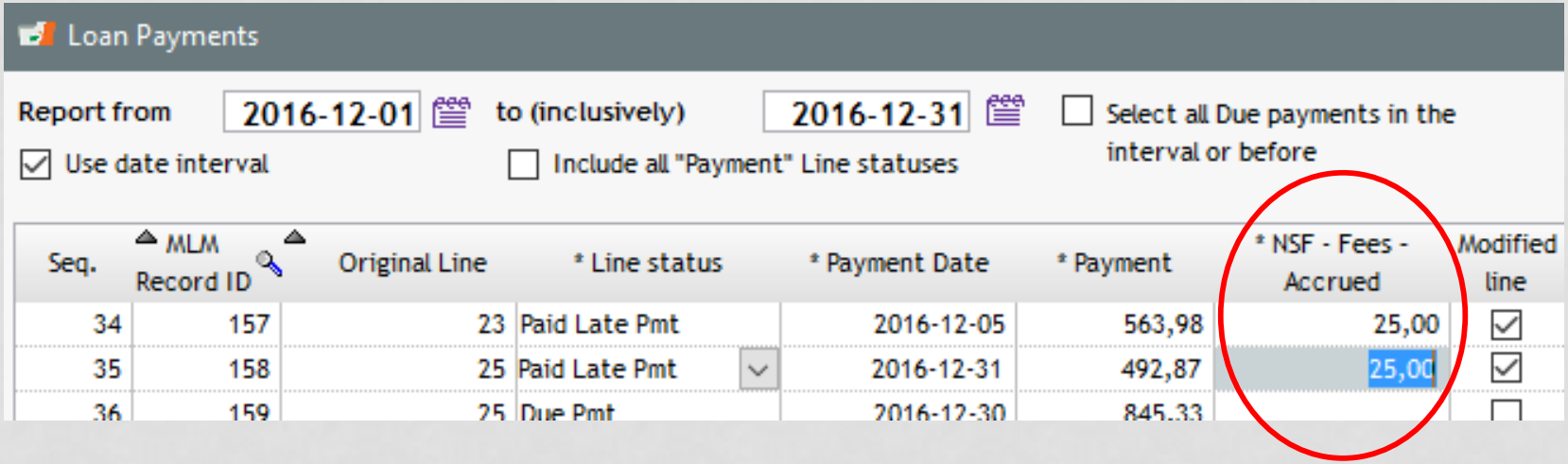


Seq.	MLM Record ID	Original Line	* Line status	* Payment Date	* Payment	Modified line	Last Name, First Name	Currency
22	143	25	Partial Pmt	2016-12-30	400,00	☑	Chaplin, Charlie	$C
23	144	25	Paid Pmt	2016-12-22	1 103,41	☑	Hébert, Jocelyne	$C
24	145	25	Paid Pmt	2016-12-19	920,94	☑	Nel, Joan	$C
25	146	24	Paid Pmt	2016-12-07	319,66	☑	Walker, Marie-France	$C
26	147	25	Paid Late Pmt	2016-12-31	4 603,96	☑	Parent, Marie-Ève	$C
27	148	23	Paid Pmt	2016-12-15	958,13	☑	Gélinas, Marc	$C
28	150	27	Paid Pmt	2016-12-05	8 164,64	☑	Ross, Joe	$C
29	151	25	Paid Pmt	2016-12-31	388,23	☑	Tremblay, Theresa	$C
30	152	34	Partial Late Pmt	2016-12-26	2 500,00	☑	Einstein, Albert	$C
31	154	25	Paid Pmt	2016-12-30	3 026,65	☑	Cesar, Jules	$C

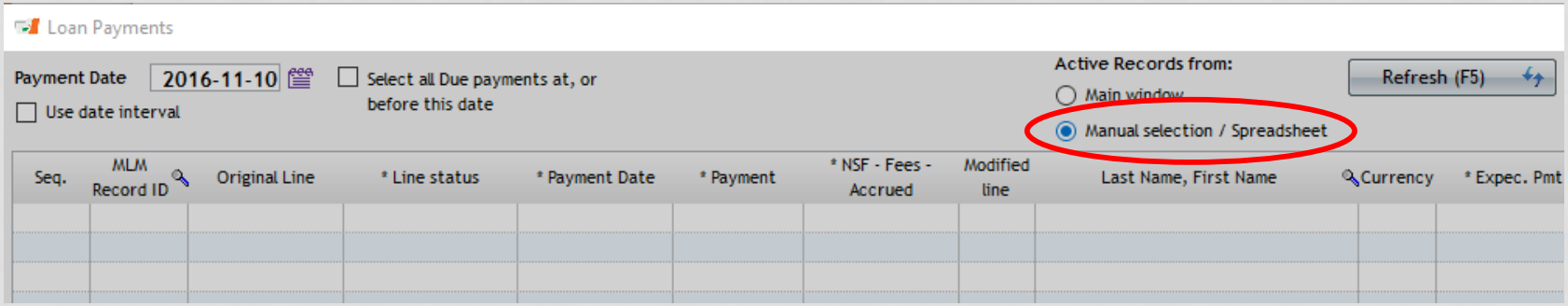
Change already managed payments (Paid) to other Line Statuses (Unpaid or other)

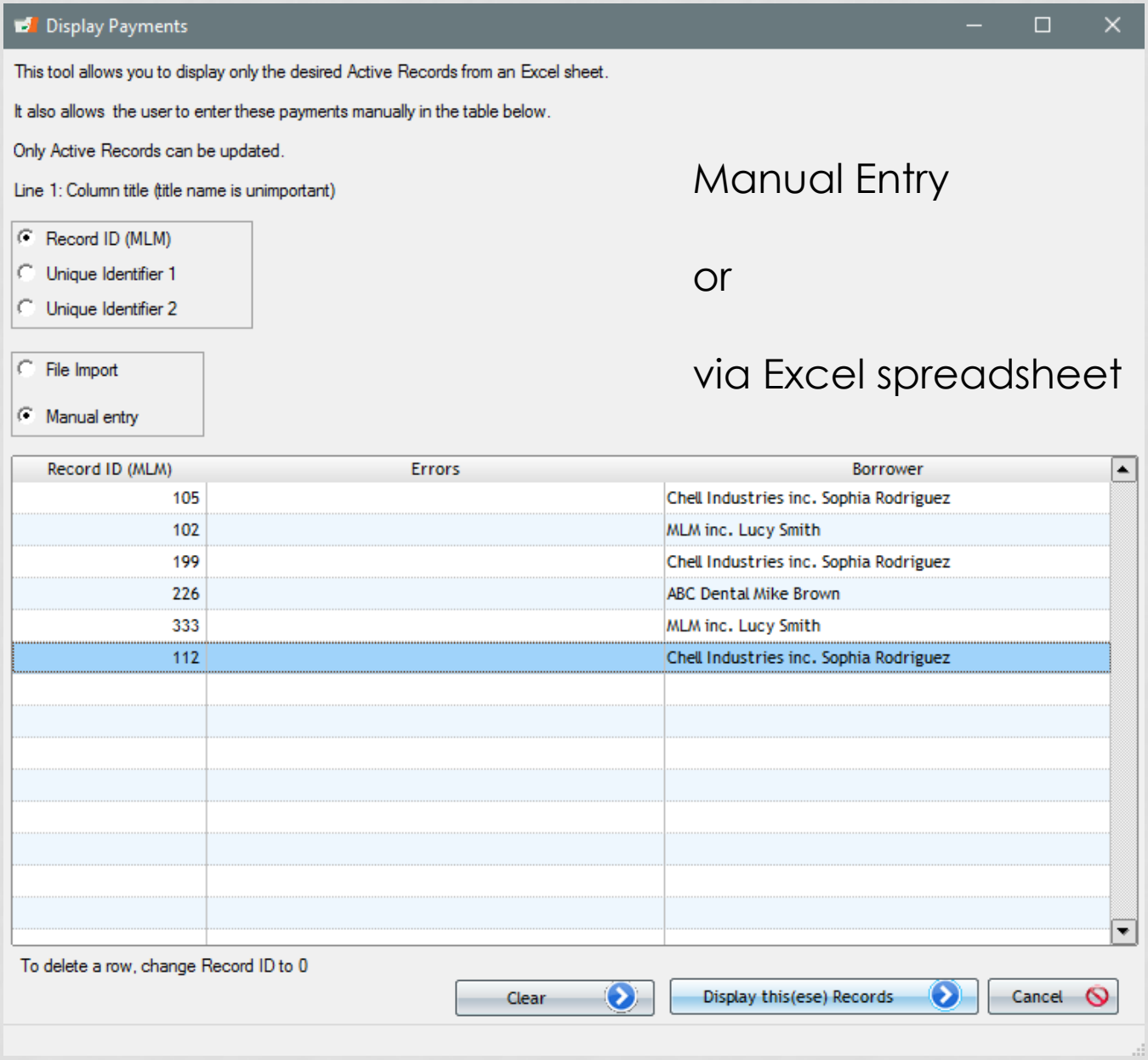


Column Fees can be entered manually or automatically



Display of specific Active Records only





Manual Entry

or

via Excel spreadsheet

	A	B	C
1	Record ID	Borrower First name	Borrower Name
2	125	Marieve	Parent
3	148	Marc	Gélinas
4	222	Sophia	Rodriguez
5	320	Charlie	Chaplin
6	555	Lucy	Smith

Display Payments

This tool allows you to display only the desired Active Records from an Excel sheet.

It also allows the user to enter these payments manually in the table below.

Only Active Records can be updated.

Line 1: Column title (title name is unimportant)

- (•) Record ID (MLM)
- ( ) Unique Identifier 1
- ( ) Unique Identifier 2

- (•) File Import
- ( ) Manual entry

Column number to import (A=1, B=2...) 1

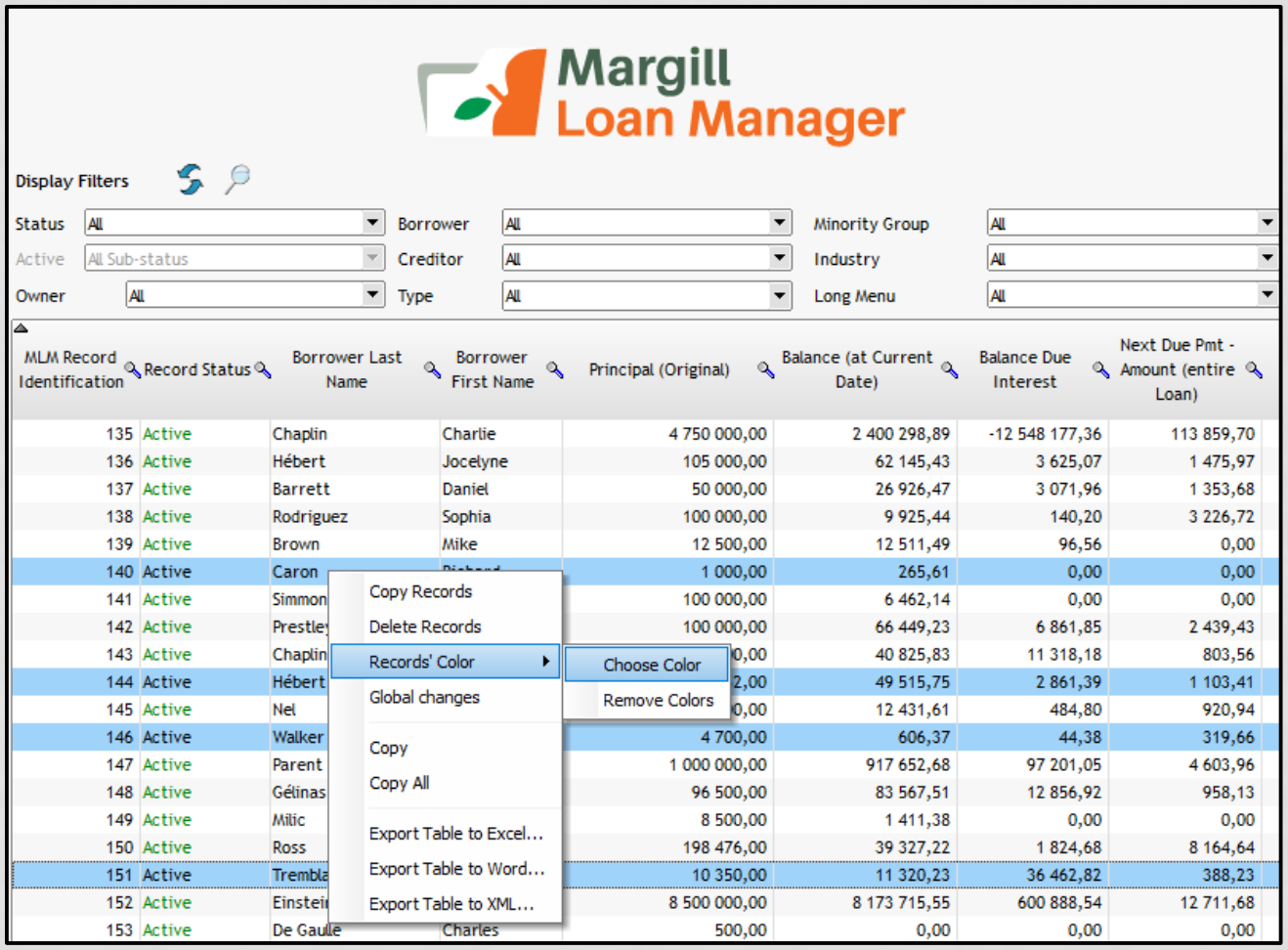
File to import C:\Users\Sophie\Desktop\TESTS\Borrower list- december pmts .xlsx

Record ID (MLM)	Errors	Borrower
125		Julie Parent
148		Marc Gélinas
222		Chell Industries inc. Sophia Rodriguez
320		Charlie Chaplin
555		MLM inc. Lucy Smith

Other Goodies!

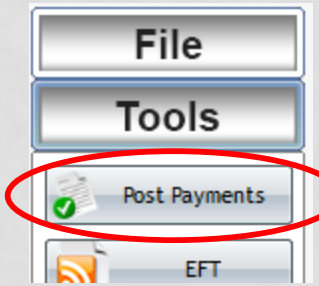
- **Record color**
  - Change through the Main window and Post payment tool
- **Guarantors**
- **Due Pmt 2 and Due Pmt 3**
  - Wish to add a special upcoming payment?
  - Easily see and manage your "Due Pmt - Extra"
- **For accounting:**
  - Obtain Paid Interest, Principal and Fees based on your special Line statuses (Paid Pmt 2 to 10).
- **Maximum credit by borrower**
- **Record Notes now accessible in the Alerts module**

Record Color



Sorting by color in version 4.3 only

Color via Post Payment tool



Loan Payments

Report from 2016-11-10 to (inclusively) 2016-11-30 Select all Due payments in the interval or before

Use date interval Include all "Payment" Line statuses

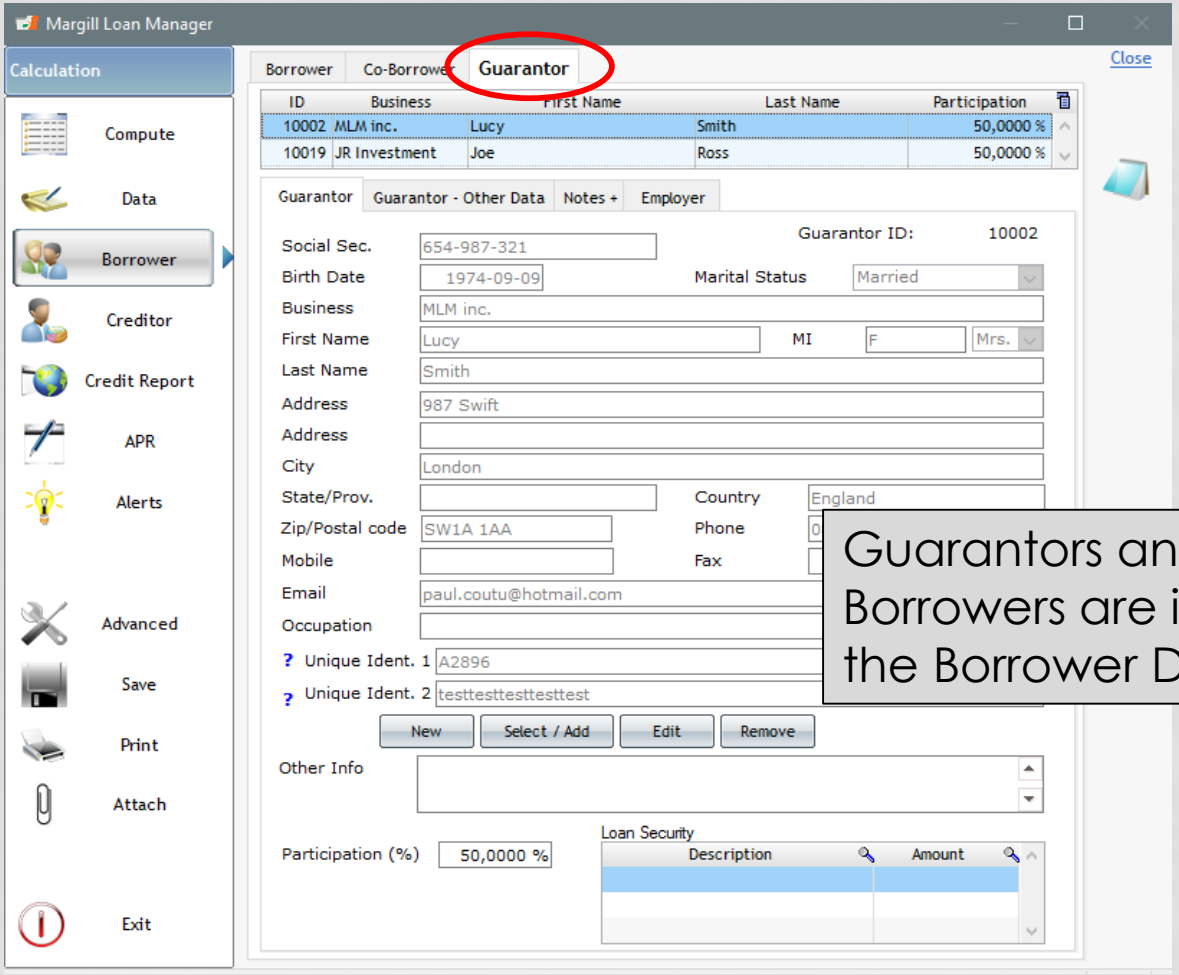
Seq.	MLM Record ID	Original Line	* Line status	* Payment Date	* Payment	* NSF - Fees - Accrued	Modified line	
2	130	10	Paid Pmt	2016-11-30	150 000,00			Carc
3	135	28	Paid Pmt	2016-11-30	113 859,70			Chaj
4	142	24	Paid Pmt	2016-11-30	2 439,43			Pres
5	143	24	Paid Pmt	2016-11-30	803,56			Chaj
6	144	24	Paid Pmt	2016-11-22	1 103,41			Hébe
7	145	24	Paid Pmt	2016-11-19	920,94			Nel,
8	147	24	Paid Pmt	2016-11-29	4 603,96			Pare
9	148	21	Paid Pmt	2016-11-15	958,13			Gélir
10	151	24	Paid Pmt	2016-11-30	388,23			Tren
11	152	33	Paid Pmt	2016-11-19	12 711,68			Eins
12	154	24	Paid Pmt	2016-11-30	3 026,65			Cesa
13	158	24	Paid Pmt	2016-11-30	492,87			Pelle
14	159			2016-11-30	845,33			Pare
15	160			2016-11-24	550,61			Frac
16	161			2016-11-14	3 148,09			Gélir
17	162			16-11-26	2 523,32			Jack
18	163			16-11-30	1 577,20			Léve
19	164	24	Paid Pmt	2016-11-30	1 532,20			Bolt,
Payments	139							

Selection
Refresh Table
Records' Color
Export to Excel
Choose Color
Remove Colors

Only "Active" Records displayed in the Main MLM window are

Interval

Guarantor(s)



Guarantors and Co-Borrowers are included in the Borrower Database

Due Pmt (2) and (3)

Line	* Line status	* Pmt Date	* Payment	* Rate	Mathematical Principal	Accrued Interest	* Expec. Pmt
1	Paid Pmt	2016-07-01	704,58 $	6,25 %	704,58 $	0,00 $	704,58 $
2	Paid Pmt	2016-08-01	704,58 $	6,25 %	552,00 $	152,58 $	704,58 $
3	Unpaid Pmt	2016-09-01	0,00 $	6,25 %	-174,71 $	149,71 $	704,58 $
4	Due Pmt - Extra	2016-09-19	704,58 $	6,25 %	614,30 $	90,28 $	0,00 $
5	Due Pmt	2016-10-01	704,58 $	6,25 %	645,71 $	58,87 $	704,58 $
6	Due Pmt - Cash	2016-11-01	704,58 $	6,25 %	560,53 $	144,05 $	704,58 $
7	Due Pmt	2016-12-01	704,58 $	6,25 %	563,45 $	141,13 $	704,58 $
8	Due Pmt	2017-01-01	704,58 $	6,25 %	566,38 $	138,20 $	704,58 $
9	Due Pmt	2017-02-01	704,58 $	6,25 %	569,33 $	135,25 $	704,58 $
10	Due Pmt	2017-03-01	704,58 $	6,25 %	572,30 $	132,28 $	704,58 $

Due Pmt – Extra: Unexpected payment initially and which will compensate for an unpaid payment. " Expec. Pmt " is thus 0.00.

Due Pmt – Cash: "Special" payment which will not be a EFT payment and thus will be excluded from the EFT submitted.

Paid Interest, Principal and Fees by Line Status

Accounting Entries (or Record List (Customized)) :

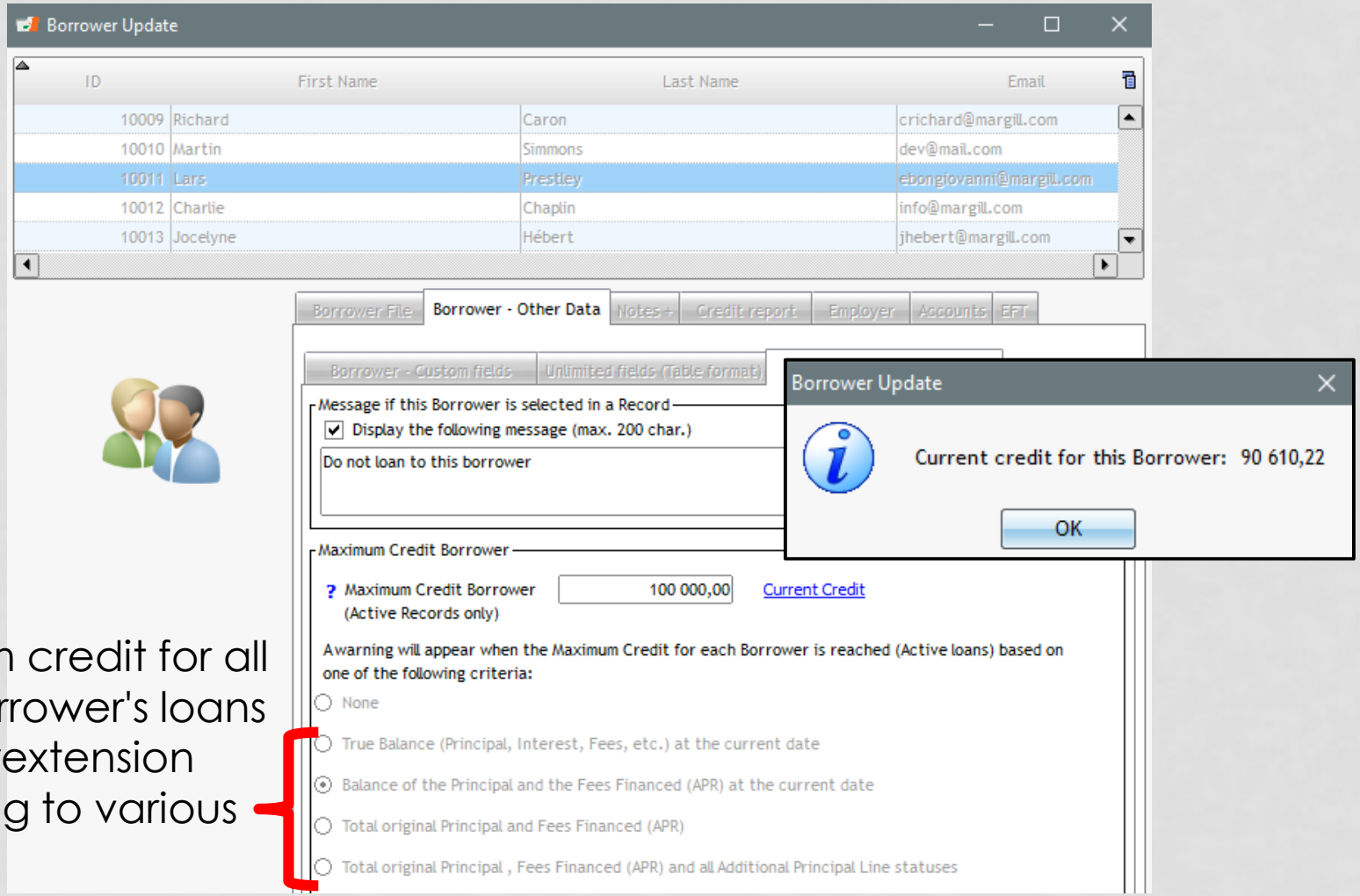
We isolate the *Paid* Principal and *Paid* interest according to a real "monetary" payments as opposed to, for example, the Line status "Paid Pmt – Write-off" (which is present to set the write-off amount) which is not a monetary (true cash) payment.

We thus obtain the amount of principal and interest lost….

Order	Transaction	Debit Account	*	Credit Account	*
1	Principal Paid (for period), Paid Pmt - Cash ($)	1000		6010	
2	Principal Paid (for period), Paid Pmt - Check	1000		6020	
3	Principal Paid (for period), Paid Pmt - Write-off	5500		9010	
4	Interest Paid (for period), Paid Pmt - Cash ($)	1000		3410	
5	Interest Paid (for period), Paid Pmt - Check	1000		3415	
6	Interest Paid (for period), Paid Pmt - Write-off	5600		9020	

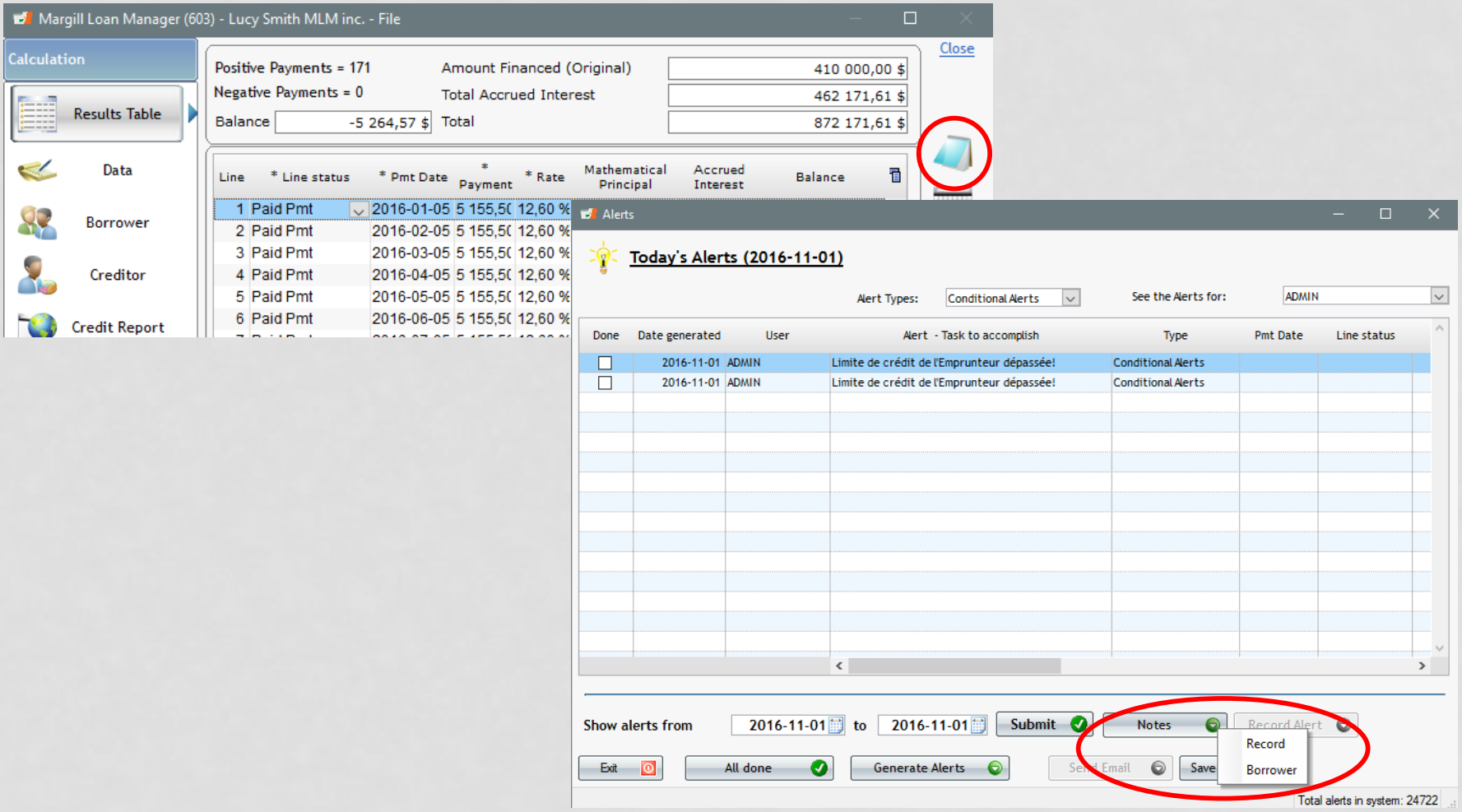
* From a Custom Field (or Accounting ID)

Maximum Credit by Borrower



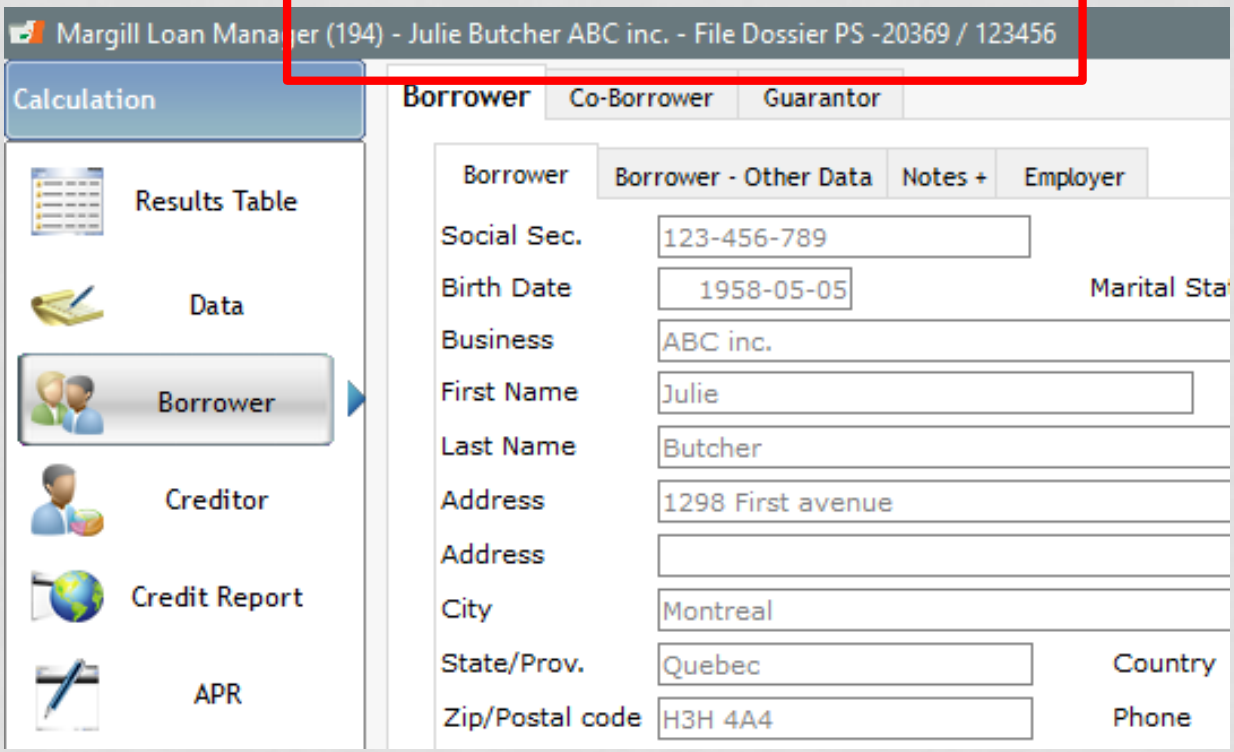
Maximum credit for all of this Borrower's loans and overextension according to various criteria

Record and Borrower Notes in Alerts



What's coming in 4.3?

- Simple interest capitalized method
- Record list (Customized) can be split by month, quarter and year
  - Great for your forecasts!
- Compulsory fields set by the Administrator for the loan and borrower
- Interest rate up to 6 decimal points
  - Show only the number of decimals you want
- 9 new columns (monetary, numeric and text) for extra information in the payment schedule
  - Escrow (taxes and insurance) reporting
- Enter irregular payments without first computing
- Automatic fees for Paid Pmt 2 to 10
- Automatic fees can now be added so that accrued fees (sales tax for example) becomes 0.00 if unpaid.
- We added new Global changes fields (for Borrower)
- Record window header :
  - Display only the data you want to see (Record Number, Company, etc.)


Margill Loan Manager (194) - Julie Butcher ABC inc. - File Dossier PS -20369 / 123456
Calculation
Results Table
Data
Borrower
Creditor
Credit Report
APR
Borrower
Co-Borrower
Guarantor
Borrower
Borrower - Other Data
Notes +
Employer
Social Sec.
123-456-789
Birth Date
1958-05-05
Marital Sta
Business
ABC inc.
First Name
Julie
Last Name
Butcher
Address
1298 First avenue
Address
City
Montreal
State/Prov.
Quebec
Country
Zip/Postal code
H3H 4A4
Phone

What's coming in 4.3?

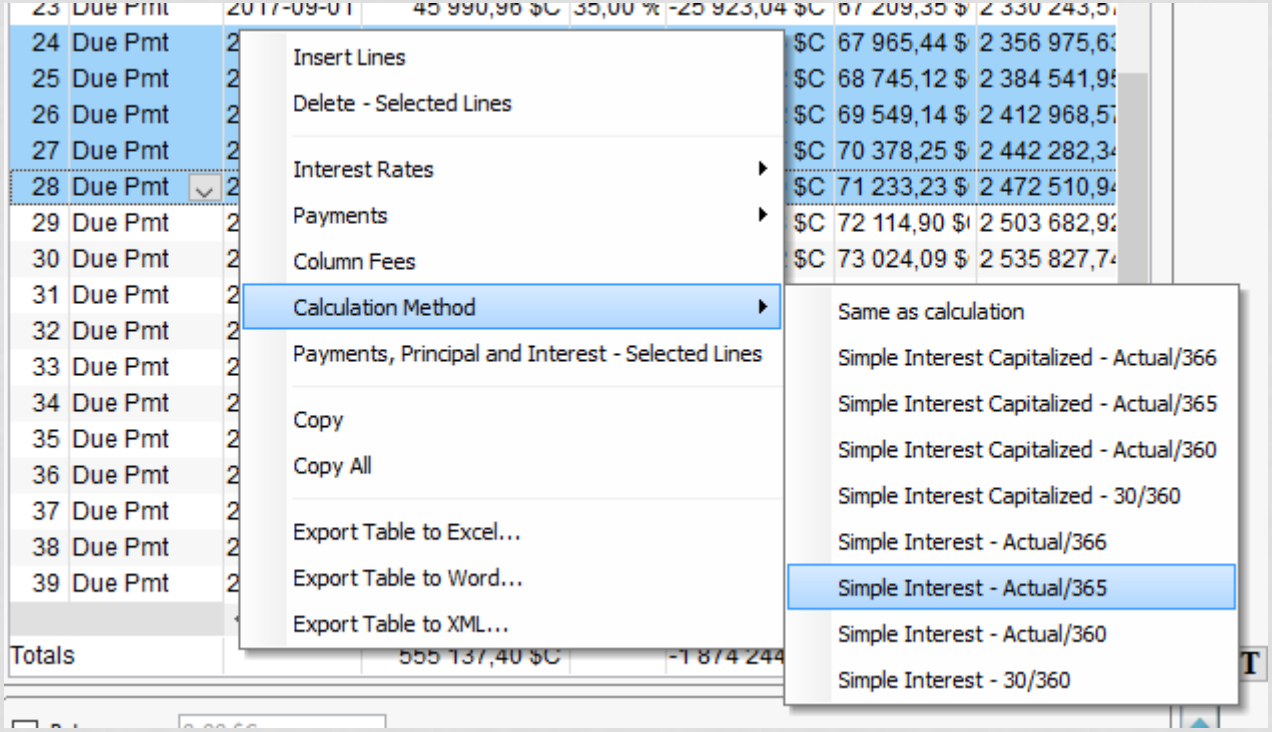
- Post payments with a unique line ID (paid, partial, unpaid…) and Excel sheet
- EFT with Perceptech (Canada)
  - Submit *old* due payments (no need to be 48 hours ahead of time)
- And… our 4.3 User Guide, at long last for some time in January if all goes well!

For Further Information

- What's new in more detail: http://www.margill.com/notes/release-notesMLM-en.htm
- Update to version 4.2: www.margill.com/get
- Questions: 450-621-8283 or mgelinas@margill.com
- We can include your questions and our answers in our new Knowledge Base (anonymously)

Other innovations excluded from the webinar

Simple Interest between lines of Compound Interest



Bulk import of new payments and additional principal

Ctrl Alt Shift P from the Post Payments tool window

	A	B	C
1	Record ID	Date	Amount
2	125	05/12/2016	350,00
3	148	15/12/2016	958,13
4	222	01/12/2016	491,78
5	320	15/12/2016	325,25
6	555	20/12/2016	1025,9

, Paid Payments or Additional Principal from an Excel spreadsheet.

manually in the table below.

Excel format specifications:
- Line 1: Column titles (title names are unimportant)

- Column 1: Record ID (MLM)
- Column 2: Date (Windows format from your workstation YYYY-MM-DD)
- Column 3: Always a positive amount

Line Status to import: Paid Pmt

File Import
Manual entry

File to import: C:\Users\Sophie\Desktop\User 32545-Paid pmts december 2016.xlsx

XLSX Order	Record ID (MLM)	Pmt Date	Amount
2	125	2016-12-05	
3	148	2016-12-15	
4	222	2016-12-01	
5	320	2016-12-15	
6	555	2016-12-20	