



Wolters Kluwer

When you have to be right

Lien Solutions

Simplify the Road to Perfection

Fast and Efficient Title Perfection
Services for Motor Vehicle Portfolios



The Long Road to Perfection

Motor vehicle lenders are under increasing pressure to turn around title registrations quickly, service loans and manage large portfolios of liens. Assets added to your portfolio via mergers or acquisitions may have unresolved problems. Our experience suggests that, at a minimum, 25% of all loans have issues and inconsistencies that threaten perfection. The work required to address these issues is tedious, manual and costly.

Someone on your team must follow up with the borrower, call the DMV, search and pull reports from multiple jurisdictions, and much more. In addition, this work demands an understanding of the requirements in each DMV and jurisdiction. And, if something happens while the loan is unperfected, like an accident, sale of the asset or the loan going into default, you risk losing your money.

To secure and maintain perfection, or to tackle a backlog of exceptions, you have had to hire additional employees or work your current staff overtime. Until now.



25% of all loans have issues and inconsistencies that threaten perfection

Let Us Do the Heavy Lifting

We're your one-stop lien management source to handle the most common motor vehicle perfection issues with tailor-made solutions.

CHALLENGES:

Motor vehicle titles that are not yet perfected or that lose perfection

- Manual research of title location
- Title may not have the correct lien holder information
- Securing titles from previous lien holder
- Confirming lenders are still listed as lien holders for loans over 7-10 years
- Identify state the vehicle is titled in previously

Solution: Exception Reports

- VIN searches to verify if the lien has been placed
- Duplicate titles so you can have proof of perfection
- Lien adds to add or remove lien holders

Integration of lien portfolio as part of a merger or acquisition

- Transfer titles or change of lien holder
- Secure perfection on all acquired loans

Solution: M&A Report

- VIN searches to verify if the lien has been placed
- Duplicate titles so you can have proof of perfection
- Lien adds to identify the lender as the lien holder



There is a More Direct Route

Delegating this manual, tedious work not only reduces costs and allows for a more efficient use of resources, but also drives faster turnaround times, provides visibility, creates a predictable workflow and ensures motor vehicle lien perfection.

As the market leader, Lien Solutions can tackle these manual tasks for you, quickly and accurately, so you can focus on more pressing concerns. In addition to a perfected portfolio, you'll also benefit from:

- Expert attention and consultative service
- Nationwide expertise to handle jurisdictional quirks
- Less time and FTE costs dedicated to manual work
- Flexibility to address the most time-consuming and complex issues
- Accurate reporting with full loan visibility
- No more financially painful mistakes
- A partner that can pass the most stringent audits

“I have been receiving great service from the iLien Motor Vehicle folks in obtaining duplicate titles! Once I got the hang of the process, it has really worked well in tracking down missing titles.”

– Cheryl B, Lien Solutions Motor Vehicle customer

Lack of perfection at origination or during life of the loan

- Understand title origination
- See brand history to uncover title washing
- Verify that the lender is still listed as a lien holder
- For motor vehicle loans over 7-10 years, make sure lender is still listed as lien holder

Solution: Health Check Report

- VIN searches to verify the lender is still listed as lien holder
- NMVTIS research to identify possible fraudulent brand washing. NMVTIS also indicates which state the vehicle is titled in.

Identifying source of toll violations

- Identify the plates across a fleet of vehicles
- Identify the responsible party for the violation

Solution: Toll Violations Reports

- VIN searches to return the VIN associated to plate



Why face the risk of unperfected assets? Leave the busy work to us so you can focus on bigger priorities. Save time, reduce risk and gain peace of mind by contacting us today at 800.833.5778 and choosing option 3.

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Please visit www.liensolutions.com
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