

# Connecting to the industry's leading technology

Want to reach new customers? Then you need the right technology. From loan servicing software to mobile apps, here are the must-haves for today's marketplace

**IT'S EVOLVE** or die in any industry, and the Canadian mortgage market is no different. In this case, evolution requires that professionals keep up-to-date with the latest technology that can help them originate deals as efficiently as possible. That's especially true in a market that will soon depend in large part on Generation Y.

But with so many tech offerings flooding the market, how is a broker supposed to navigate an increasingly confusing terrain?

## Loan servicing software

Jerry Delgado, CEO of Applied Business Software – which created the Mortgage Office – recently published a white paper on choosing the right loan servicing software – an important tool in any broker's belt.

According to Delgado, outdated software runs the risk of being legally outdated, lacking tech support and being prone to interruptions and database crashes.



