

**THE**

**ColLABoration**

## Frequently Asked Questions

<b>What is a Collaboration Lab?</b>	Collaboration Labs are networking groups comprised of key decision makers from 6-10 TMC lender member companies of similar size & scope that don't directly compete with one another.
<b>How are Collaboration Lab groups formed?</b>	TMC has 8 existing Collaboration Lab groups comprised of 49 lender companies. We form new groups each year just after our winter and summer conferences in February & August. Also, the existing Lab groups have started "recruiting" new companies on their own, as the existing Lab groups find value in adding new perspectives to their Labs.
<b>How often do Collaboration Lab groups meet?</b>	As frequently as they want to – we let the lender participants make all the decisions related to their groups. We facilitate Collaboration Labs in the spring (May/June) and fall (Nov/Dec) in between our winter and summer conferences. Some Lab groups do both spring and fall Labs, giving them four times a year to get together. Others do one Lab a year to supplement get-togethers at our conferences.
<b>Where are the Collaboration Labs held and who runs them?</b>	We pick one lender to act as the host. Our team at TMC handles all of the communication, preparation, on-site facilitation, data metric collection & compilation, and sponsors the group dinner after day one of the Lab.
<b>What does the pre-Lab preparation consist of?</b>	We schedule a couple of thirty-minute prep calls for everyone to get to know one another. We have all participants complete a short survey to identify what industry issues are most important to them and what they hope to achieve out of the Lab experience. All participating companies execute a mutual NDA and submit a set of 40-45 different production, operational, and execution metrics that serve as the backdrop for much of the discussion. In the weeks leading in, the TMC team will distribute the collected side-by-side metrics, coordinate final travel details, and prepare an agenda for the time together.
<b>What does the agenda look like? How long does a Collaboration Lab last?</b>	Labs are 1 ½ days long. We structure Labs so attendees only need spend one night in a hotel and miss two business days of work if desired. The first day will typically be 9 AM – 4 PM (working lunch) in the host's office, followed by a couple hour break, followed by dinner at a restaurant selected by the host. Day typically starts at around 8:30 AM with the Lab adjourning around noon. The agenda is customized to the group based on what they are most interested in discussing, but all Labs spend time talking about nearly every single aspect of running a mortgage banking company or division.
<b>What does TMC look to achieve with these Collaboration Labs?</b>	Like everything we do, we look to use the Labs to help our member companies operate more efficiently, compete more strategically, and to function more profitably. The Labs have been incredibly impactful to the participants, who have derived great value from the comparing of metrics, strategic discussions, shared experiences, and having a small group of new friends to network with and to bounce ideas off of.
<b>What happens after a Collaboration Lab ends?</b>	Typically, the groups will schedule monthly 30-45 minute calls to stay connected with one another and to follow up on items previously discussed. In nearly all cases, TMC has helped coordinate a subsequent Lab, with a new member of the group hosting the second one.

**How do I participate?**

**Simply let any member of the TMC team know you're interested!**

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