

LBA Ware's Compensafe Hits \$1 Billion in Lifetime L0 Compensation Calculations

MACON, Ga., Jan. 26, 2018 (SEND2PRESS NEWSWIRE) – LBA Ware™, a leading provider of [automated compensation software](#) and [systems integration solutions](#) for mortgage lending and retail banking, announced their sales incentive platform Compensafe calculated \$1 billion in lifetime origination commissions and operational bonuses in 2017. LBA Ware also experienced notable year-over-year growth, marked by a 152 percent increase in total compensation processed and a 130 percent increase in the number of lenders using LOS Talker, the company's systems integration solution.



Send2Press® Newswire

“2017 has been a year of extraordinary achievement for LBA Ware, marked by more than 100 percent growth for both Compensafe and LOS Talker, and by reaching the \$1 billion mark in compensation calculated by Compensafe, we’re now proud members of the ‘three comma club,’” said Lori Brewer, CEO of LBA Ware. “Our clients’ success is our success. We provide the go-to platform for incentive compensation, sales performance and actionable insights on which to build a lasting company with motivated, informed and empowered individuals.”

In addition to new business growth, LBA Ware has also charted excellent helpdesk and training statistics in 2017. The company averaged a 96 percent approval for help desk tickets solved and responded to 80 percent of helpdesk tickets within 24 hours, and company staff received 1,122 hours of internal training.

“LBA Ware has set itself apart as a company that knows the mortgage industry from the ground up and truly understands what our clients expect and need from our solutions,” said Brewer. “Our commitment to providing staff with internal training and offering customers with top-notch support continues to drive the success of our larger strategy to grow business by administering a seamless user experience and delivering superior customer satisfaction. We will continue to prioritize our customers by investing in staff training as growth and need demand.”

About LBA Ware™:

Founded in 2008, LBA Ware’s mission is to inspire opportunity by delivering solutions that become essential to the way mortgage companies operate. We strive to be a trusted partner and play a key role in our clients’ success by enabling them to motivate, incentivize and better leverage the human potential within their organization. Our applications automate traditionally manual business processes for which an existing software solution does not exist, empowering lenders to create an integrated software environment that maximizes their productivity and operational efficiency.

For more information about LBA Ware and their software solutions, visit <http://lbaware.com>.

INFOGRAPHIC:

2017 YEAR IN REVIEW

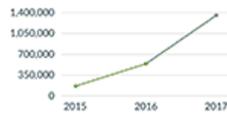
LBA Ware

What We Do: Track performance, automate incentive compensation, move your data

\$1.4 BILLION
compensation processed



2,048,317
compensation transactions



\$156 BILLION
total loan volume



Why We Do It: Save time, reduce errors, increase revenue

35 Hours saved on average per person, per month

19 Hours saved on average per person, per month

"COMPENSAFE SAVES MY DEPARTMENT OVER 100 HOURS PER MONTH."

-Angria Brand, VP Accounting Manager, PrimeLending

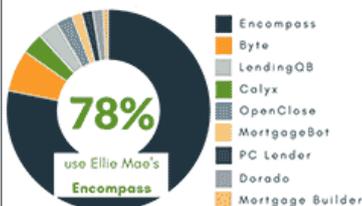
MY VOLUME HAS INCREASED SIMPLY BY WATCHING MY PERFORMANCE."

-Annette Moreau, Loan Originator, Envy Mortgage

Banking to stay motivated

Transparency to increase trust

Who We Help: U.S. banks & independent mortgage lenders



39% use ADP for payroll processing

11% use Paycom

8% use Paylocity

80% GROWTH
active CompenSafe clients

96% APPROVAL
rating for help desk support

130% INCREASE
lenders integrating data with LOS Talker

How We Do It: Strong team, bright minds, healthy work-life balance

651 Converse Chuck Checks

42 Nerf Gun Battles

22 Company Outings

2,340 cups of coffee

1,487 MEALS donated for Bytes for Bites

1,122 HOURS internal training

5 Awards & Recognitions

Sources: Mortgage lending organizations using LBA Ware's products and services, 2017 CompenSafe user survey, LBA Ware corporate communication.



www.LBAWare.com

Full size graphic:

<http://lbaware.com/wp-content/uploads/2018/01/LBA-Ware-2017-Year-in-Review-Infographic-final.jpg>