



NoteSmith®



Demonstration Document

NoteSmith
NoteSmith Pro
NoteSmith Net





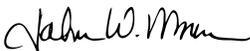
PRINCETON INVESTMENTS, INC.

NoteSmith® Software

1001 E Harmony Road, Suite A-110 · Fort Collins, CO 80525

800-526-5588 Orders only

To: Loan servicers

From: John W. Moren, President 

Re: NoteSmith software

Thank you for your recent inquiry regarding our NoteSmith software.

NoteSmith will service notes that you hold in your portfolio and will also track notes that you buy and resell. Along with the normal servicing functions of a loan package, NoteSmith tracks the investor's discount earned and return of capital separate from the payor's amortization. All of the calculations have been taken from IRS publications. NoteSmith is completely menu driven.

Wraparound mortgages, investor servicing, partial purchases, variable rate notes, and hypothecations are supported. Unlimited form letters can be easily added or modified by the user.

NoteSmith was approved for use by the Texas Consumer Credit Commission and by the state of Michigan. Also, Neighborhood Reinvestment Corp., headquartered in Washington, DC, recommended our network version for their regional offices. NoteSmith is available as a full 32 bit, Windows XP, Vista, and 7 program. We offer personalized toll free fax and email support with virtually all questions answered the same business day. A 350+ page manual and continually updated web site have answers to frequently asked questions.

The purpose of this document is to give you an overview of what NoteSmith looks like, how it functions, and how easy it is to use. We decided on the Adobe PDF format because it is easy to view, enlarge, or print pages that might be particularly relevant to you.

More information can be found at www.NoteSmith.com. If you have other questions, call 800-526-5588 or email Orders@NoteSmith.com. Thank you for your interest in our software.



Objectives of This Demonstration Document

- Overview some *comprehensive* NoteSmith features
- Illustrate *ease of use* items
- Show how we *support* our clients
- Answer common questions
- Provide ordering information

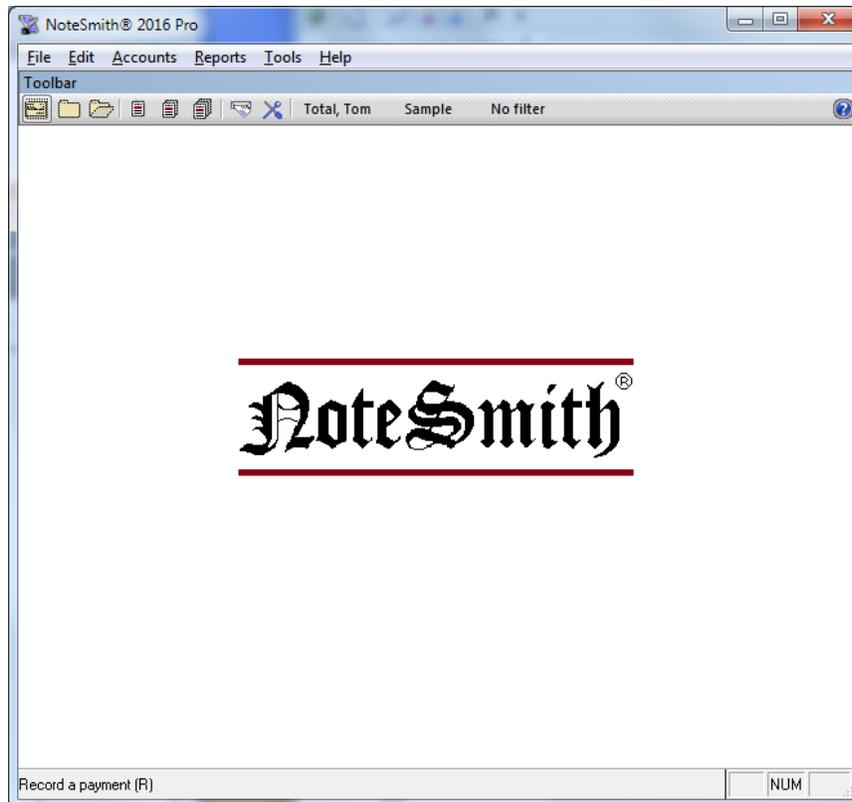
Customer Requirements

- NoteSmith is designed for those servicing incoming and outgoing cash flows
- You should be an investor or servicer of paper or similar cash flow investments
- You service mortgages, notes, car paper, mobile home paper, or wraparound notes
- For real estate investors, NoteSmith Pro tracks lease payments





The Main Screen



Meeting Your Needs

- NoteSmith is *comprehensive*
- NoteSmith gives you multiple *ease of use* features
- NoteSmith offers *full support* for our clients--by email, toll free fax, and phone
- NoteSmith is *reasonably priced*





Main Input Screen—Contact Information

The screenshot displays the 'Account edit' dialog box within the NoteSmith 2016 Pro application. The dialog box has several tabs: 'Total', 'Totallette', 'Collateral', 'Note', 'Investment', and 'Escrow'. The 'Total' tab is selected. The 'Lookup' field contains 'Total2016-RC' and 'Total, Tom'. The 'Name' field is split into 'Mr.', 'Tom', and 'Total'. The 'Company' field contains 'The Tom Total Company' and a dropdown menu set to 'Individual'. The 'Street' field contains '123 College Avenue'. The 'City, St, Zip' field is split into 'Fort Collins', 'CO', and '80525'. The 'W/H phone' field contains '970-123-1234'. The 'Fax/Other' field is empty. The 'SSN/Email' field is split into '123-45-6789', 'TomTotal@TheTotalCo.com', and a checked 'OK' checkbox. The 'SMS (Text)' field is split into 'Providers', an empty field, and an unchecked 'OK' checkbox. There are 'Wizard' and 'CrBureau' buttons at the bottom of the dialog box. The main application window has a menu bar with 'File', 'Edit', 'Accounts', 'Reports', 'Tools', and 'Help'. The toolbar shows various icons and the text 'Total, Tom Sample No filter'. At the bottom of the application window, there is a status bar with the text 'Assign a Lookup Name, normally last and first name' and a 'NUM' field.

NoteSmith is *comprehensive*

- Full contact information is stored for each account
- If applicable, you can store contact information on a co-borrower (second tab)
- Click the phone number to dial or the email address to open your email program
- NoteSmith Pro exports to a file that all major credit bureaus accept for reporting





Main Input Screen—Note Information

The screenshot displays the 'Account edit' dialog box within the NoteSmith 2016 Pro application. The dialog box is titled 'Account edit' and has several tabs: 'Total', 'Totallette', 'Collateral', 'Note', 'Investment', and 'Escrow'. The 'Note' tab is currently selected. The dialog box contains various input fields and buttons for editing note information.

Field	Value
Balance	9440.08
Rem pmts	109
Interest rate	10.000
Maturity	01/02/2026
Balloon	0.00
Interest rate type	Monthly
Payment	132.15
Escrow	47.85
Service fee	0.00
Total pmt	180.00
Late fee	5.00
Total late pmt	185.00
Next due	01/01/2017
Days to next due	177 days
Paid by	Recipient
Arrearage	0.00

Buttons at the bottom of the dialog box include: Save, Lookup, Add, Delete, Exit, Notepad, History, and Docs.

Footer text: Regular periodic payment, excluding escrow, late, and service fees

NoteSmith is *comprehensive*

- NoteSmith stores all relevant information from your original note
- NoteSmith calculates the payment amount and the late fee
- Optionally set your escrow amount so the full payment is a whole dollar
- View calculated fields such as balance or late amounts



Main Input Screen—Escrow Information

The screenshot shows the 'Account edit' dialog box in NoteSmith 2016 Pro. The 'Escrow' tab is active, displaying the following information:

Total	Totallette	Collateral	Note	Investment	Escrow
Totins					
Budget (-)		-480.00	Due	07/31/2016	Account number
Actual (-)		-480.00	Paid	05/31/2016	123456789
Contact	Copy	Mr.	AI	State	
Agency: Always State Insurance					
Street: 123 Albany Way					
City, St, Zip		Albany	NY	12345	
Phone/fax		123-456-7890		Email	
Esc pmt (act)	47.85	<input checked="" type="checkbox"/> Auto adjust	Esc bal (-)	-626.35	
Esc pmt (est)	14.89		Esc bal (est)	-115.00	
Difference	32.96		Difference	-511.35	

Buttons: Save, Lookup, Add, Delete, Exit

Footer: Select an escrow entity for this account NUM

NoteSmith is *comprehensive*

- NoteSmith stores complete contact information for the escrow agency you pay
- NoteSmith allows unlimited numbers of agencies per note
- Change the periodic escrow amount easily if you are underfunded
- View estimates of how much you should be collecting based on expected outflows





NoteSmith Reports

Below is an abbreviated list of many of the reports in NoteSmith. A number of sample reports can be found in PDF format at www.NoteSmith.com.

Reports designed for payors

- Payment History
- Setup
- IRS 1098, 1099-INT, 1096
- Escrow Analysis
- Invoice
- Payoff

Reports designed for managers

- Bankruptcy B-10
- Wraparound
- Aging
- Balloon
- Collateral
- Due Dates
- Interest Accrued
- Seasoning
- Register, Register Change, Register Totals, Register Escrow
- Ordinary income and capital gains
- Miscellaneous, including Cash Flow, Exceptions, and Company Configurations

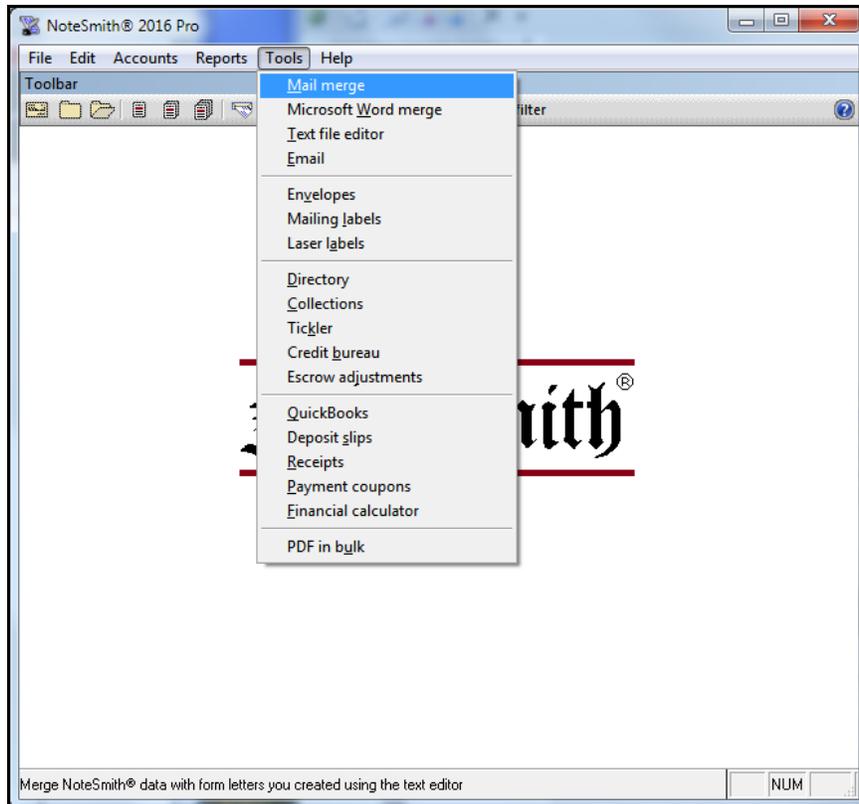
NoteSmith is *comprehensive*

- A custom report generator in the Pro version prints using selectable data fields. The generator can be set to export the data instead of printing. NoteSmith Pro can create Word, Excel, dBase, FoxPro, or comma delimited data files.





Main Menu--Tools



NoteSmith is *comprehensive*

- The menu above shows just some of the administrative functions NoteSmith can do with just a few mouse clicks. The financial calculator will print an amortization schedule either from theoretical information you enter or from account information already stored in NoteSmith.





Reports—Payment History

NoteSmith® 2016 Pro

File Edit Accounts Reports Tools Help

Report Preview - r_histp.frx - Page 1

The Sample Company
 Your Street Address
 City, ST 12345
 My Name: 223-456-7891
 Samples@Email.com

Payment History

Reference
 Total Total2016-RC SMPL
 Printed: 07/08/16 Period: 01/01/16 - 12/31/16

Contact information
 The Tom Total Company
 Mr. Tom Total
 123 College Avenue
 Fort Collins, CO 80525
 W: 970-123-1234 H: 970-123-1234

Additional information
 College Ave. Townhome Ft. Collins CO 80525
 Eugenia Totallette 123 College Avenue Fort
 Collins CO 80525
 W: 970-234-5678 H: 970-345-6789

Regular pmt:	132.15	Int rate:	10.000	Rem pmts:	115	Orig bal:	10000.00
Escrow pmt :	47.85	Int calc:	Fixed	Per diem:	2.67	Orig date:	01/01/16
Service fee:	0.00	Pmt type:	USRULE 365 M	Next due:	07/01/16	Maturity:	01/02/26
Total pmt:	180.00	NSF fee:	25.00	Arrears:	185.00	P pp pen:	57.52
Ord/DayL.Fee:	2/5						
Total if late:	185.00						

Pay Date	DueType	Amount	Applied/Ref	Interest	Principal	Balance	Escrow	Payment/Balance	Life	Svc.
01/01/16		0.00	0.00	0.00	0.00	10000.00	0.00	0.00	0.00	0.00
02/02/16	02/01/16 R	180.00	180.00	83.33	48.82	9951.18	-100.00	-47.85	0.00	0.00
			Check 29					-147.85		
03/02/16	03/01/16 R	180.00	180.00	82.93	49.22	9901.96	-47.85	-185.70	0.00	0.00
			Check 33					-243.55		
04/02/16	04/01/16 R	180.00	180.00	82.52	49.63	9852.33	-47.85	-291.40	0.00	0.00
			Check 44					-339.25		
05/04/16	05/01/16 R	180.00	180.00	82.10	50.05	9802.28	-47.85	-387.10	0.00	0.00
			Check 55					-434.95		
06/05/16	06/01/16 R	180.00	180.00	81.69	50.46	9751.82	-47.85	-482.80	0.00	0.00
			Check 56					-530.65		
Annual Total:		900.00		412.57	248.18		239.25	0.00	0.00	
Escrow Paid Out:							0.00			

NUM

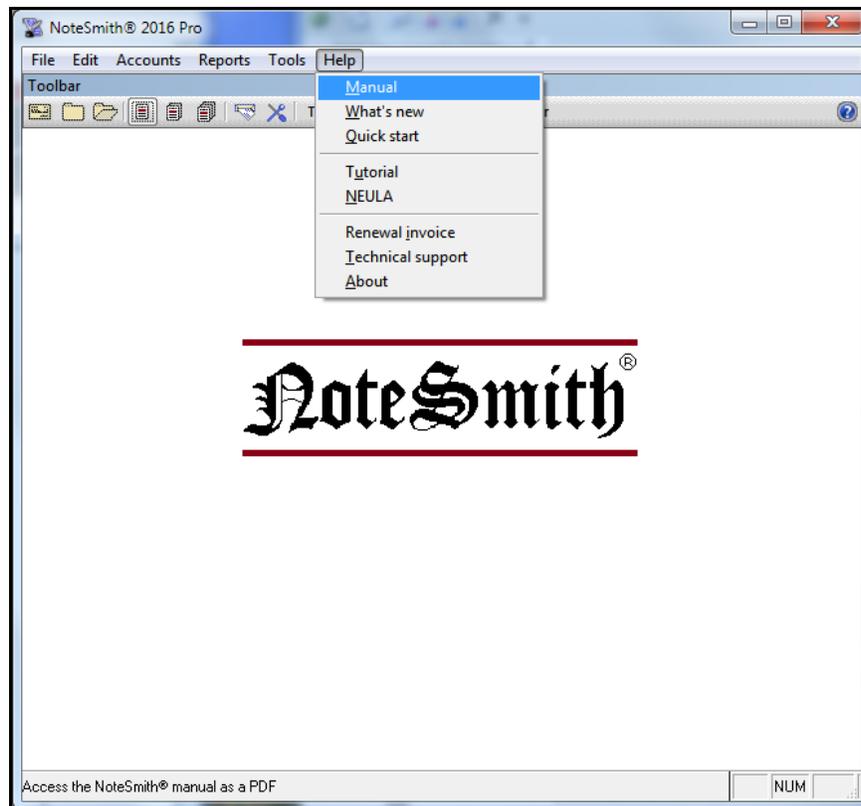
NoteSmith gives you multiple *ease of use* features

- One click reporting
- Mail merge a variety of letters, coupons, and receipts with just a few clicks
- Print envelopes, mailing labels, and return address labels
- Print IRS information returns and optionally file your copies electronically





Main Menu—Help



NoteSmith offers *full support*

- Notice the status bar text in the lower left corner—helpful text appears for all menus and data entry fields
- Tutorial helps you get started quickly using our sample notes
- Update your program files when you access our web site from Technical Support





Technical Support

NoteSmith users have a variety of methods available to them to receive technical support for specific computer problems, questions about NoteSmith reports, and issues surrounding data entry of their own individual notes.

- Toll free fax (so we can see your printed reports)
- Email for quick turnaround
- 370+ page illustrated manual
- Web site with updated files and answers to Frequently Asked Questions
- Context sensitive, pop up help which includes the entire text of the manual
- Support is offered for the entire calendar year

Handling Technical Support

- Answering technical support questions is an important part of our day because we know your questions are an important part of your business. We are committed to offering timely, reasonably priced, and accurate technical support. We answer virtually all questions the same day that they arrive in our office. Those we must research or that arrive late in the day may be answered early the next business day.
- We prefer email for short questions about procedure. Toll free fax is provided so that we can see any printed report that you do not understand.
- To keep the cost of your program reasonable, telephone support is not offered. The experience of providing 3 decades of support taught us that we need to see what you see, which is impossible by telephone. Also, not counting unavoidable 'phone tag' time, it takes 5 times longer than answering a question by fax or email.
- We know our technical support is the best in the business because over 80% of our users opt to renew their technical support each year.



Answers to Common Questions

- NoteSmith services all standard periods from weekly to annually, including both half-monthly and bi-weekly, for both US and Canadian interest
- NoteSmith optionally will service each note using USRule, which allows for accrual of unpaid interest instead of charging interest on unpaid interest
- NoteSmith offers either daily or periodic interest on each individual note
- Interest only and zero interest notes are just as easy to service
- NoteSmith and NoteSmith Pro are single user, desktop applications
- NoteSmith Net adds multi-user capability to Pro across a local area network
- Technical support is included with your order until December 31 of the year for which the program is published
- The program is updated each year for the newest IRS tax forms
- Upgrade from NoteSmith to Pro or to the Net version merely for the price difference within the same calendar year without losing any of your data

NoteSmith Versions

- *NoteSmith* is designed to service a portfolio of loans for a single user or company. There is no limit on the number of loans. This version is typically used by an individual or small loan company with a portfolio of a few dozen loans.
- *NoteSmith Pro* adds features that make it convenient to service hundreds of loans, loans from private investors, loans owned by multiple taxable entities, lease and month-to-month rental servicing. Interfacing with external programs, such as Word, Excel, and QuickBooks, is available with the Pro.
- *NoteSmith Net* is the local area network version of the Pro. It allows simultaneous, multi-user access of the data by up to 5 workstations with an option for 25 total.
- A brochure detailing each version's features is available at www.NoteSmith.com.





Cost Analysis

- Compare NoteSmith to similar programs, which cost at least 5 times as much
- Go to your favorite search engine and enter “loan servicing software”
- There are no costly additional modules
- Technical support for the calendar year is included in the price
- Support is by toll free fax support and email
- Our *annual* support charge averages \$225, less than what some vendors charge *monthly*
- There are no required maintenance fees—NoteSmith will continue to run on your computer if you choose not to renew your technical support or order a more fully featured model

Unsolicited Testimonials from NoteSmith Users

- "The new software disk is great! Thank you for all your efforts."—WJ, CPA
- "By using your NoteSmith program...I am \$3,531.39 richer today."—CL
- "I save \$100 a month using this program!"—DM, DDS
- "We had quotes ranging from \$2000-8000 for programs that do what NoteSmith does."—WP
- "Thanks to you I have made more money since I have been using NoteSmith and I have invested less time doing it. THANKS!!!"—RN
- “NoteSmith, the ‘World’s Best Mortgage Servicing Solution’ (you may quote me)”—AS, attorney



Our Strengths

- NoteSmith has been in use since 1988
- NoteSmith is used nationally, including Alaska and Hawaii, and in 8 countries
- NoteSmith users include CPAs, attorneys, local governments, and non-profit corporations
- NoteSmith services about \$1 billion dollars worth of notes every business day
- Thousands of desktop computers will display the NoteSmith logo each morning
- Princeton Investments, Inc., the publisher of NoteSmith, invested in their first mortgage note in 1987
- We have trained more than 2,000 cash flow brokers and investors

NoteSmith Key Benefits

- NoteSmith is *comprehensive* and will handle your servicing needs for any kind of cash flow
- Multiple *ease of use* features save you time
- We offer full user *technical support*
- By any standard, NoteSmith is *reasonably priced*



Your Next Step

- Order NoteSmith for \$299, Pro for \$499, or Net for \$699. Please add \$15 for shipping and handling. We use 2 day UPS or Priority Mail.
- Four easy ways to order:
 1. Mail your check to the address below
 2. Order securely with your credit card at www.NoteSmith.com
 3. Call Z-Law, a purveyor of specialty books and software, at 800-526-5588 with your credit card
 4. Print this page, fill it in, and fax it to Z-Law at 401-421-5334
- Your order will be processed no later than the next business day

PRINCETON INVESTMENTS, INC.

1001 E Harmony Road, Suite A-110
Ft. Collins, CO 80525
800-526-5588 Orders only

Name: _____

Company: _____

Street: _____

City, ST, Zip: _____

Fax/Email: _____

Credit card/exp date: _____

How you found us: _____

