



WE ARE **PRIVATE**  
CLIENT LENDING.

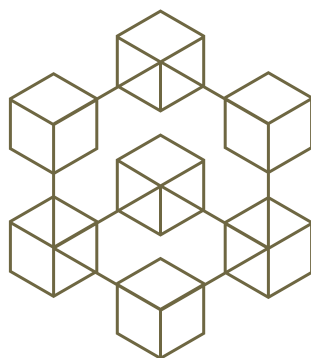
HIGH-NET-  
WORTH LENDING  
EXCLUSIVELY FOR  
PRIMARY AND  
SECOND HOME  
RESIDENCES.

**ROYCE**  
PRIVATE

—  
A ROYCE LYNCH ADVISORY CO.

# DIFFERENTIATE YOUR BUSINESS WITH ROYCE PRIVATE PARTNER NETWORK

Preferred by the Accomplished & Sophisticated.



Joining Royce Private Partner Network differentiates your business, connects you with customers, and gives you access to the most comprehensive portfolio of credit products, software, sales and marketing tools, and business management training in the lending industry.

Royce Private is transforming the way its partners develop their businesses. PCN offers members access to partner-specific training, resources, go-to-market tools, and support. These valuable benefits enable partners to participate in programs that reward and recognize their particular expertise. Differentiation through PCN contributes to increased revenue and higher customer satisfaction. Open new business opportunities and deliver more value to your customers by taking advantage of all that PCN has to offer.



#### UNPARALLELED PRODUCT PORTFOLIO

Royce Private offers its partners an unprecedented ability to participate in delivering the industry's most complete and integrated array of private client lending programs to meet the needs of high capacity clients in your market.

#### MASSIVE MARKET OPPORTUNITY

With digitalization, self-employment is on the rise. Today, more than 15 million Americans are self-employed, with 27 million more reporting they plan to be leaving traditional jobs by the year 2020, which would bring the number to over 42 million.

#### COMPELLING CHANNEL ECONOMICS

Broker Partners benefit from high-value sales and very profitable services opportunities when they develop, sell, integrate, or implement Royce Private Client products and solutions. In addition to standard origination margins, the PCN Incentive Program rewards highly aligned partners that focus on growing the mindshare and market share of Royce private client lending.

#### ROYCE PRIVATE PARTNER NETWORK

Specialized. Recognized by Royce Private. Preferred by customers. Take advantage of this opportunity and join today.

# Training & Certification

## BECOME A PRIVATE CLIENT EXPERT

Royce Private Partner Network training and certification courses are available free of charge. Learn the skills that you need to design, deploy, manage, and troubleshoot a Royce Private Client. Royce Private Partner Network training courses are offered in both instructor-led and self-paced online formats, and both offer hands-on labs to give you experience deploying our Lending IQ software and Private Client Portfolio Select Series Products.

## AT ROYCE PRIVATE YOU'RE NOT JUST A BROKER, YOU'RE A PRIVATE CLIENT PARTNER

Our training educates origination professionals on our proprietary technology and products, and provides background information on key Private Client Lending fundamentals. We offer certifications at the Professional and Expert level, and training courses to help you obtain them.

Instructor-led training courses are also offered as self-paced online courses. Instructor-led courses can be attended in person or remotely via WebEx. All classes are free of charge.

## PCN TRAINING PARTNER PROGRAM BENEFITS

### Private Client Business Benefits:

- Access to Promotional Credits & Incentives
- Access to PCN Authorized Courseware
- Access to PCN Instructor-led Courses

### Private Client Marketing Benefits:

- Promotion as a Certified Private Client Partner on Lending IQ Website Marketing Development Funds (MDF)
- Use of Royce Private Certified Private Client Expert Logo
- Templated Direct to Consumer & Industry Professional Marketing Assets
- Access to Source Coded Private Client Data Modeling

### Private Client Partner Enablement Benefits:

- Invitation to PCN Partner Events
- Access to PCN Partner Training
- Training for your PCN authorized advisors & partners

Royce Private offers these incentives and self-paced training and certifications targeted at PCN Partners and Industry-related professionals. The online, self-paced courses are intended to provide foundational knowledge of Royce Private Client Products and Lending IQ platform services for authorized professionals. Our self-paced training courses cover all the necessary subjects related to building a successful Private Client Lending business and more content is added all the time. See the catalog in the Lending IQ LMS (Learning Management System) for course curriculum.

# Benefits For Partners With Certified Expertise

## RECOGNIZING PARTNER COMMITMENT AND EXPERTISE

Royce Private formally recognizes partners that have invested time and resources in developing significant expertise in Private Client Lending products and solutions. We are committed to delivering value to three primary groups: our community of partners, private client customers, and our Royce Private enablement team. PCN offers a number of ways for partners to differentiate themselves in order to be recognized by these three audiences.

## MOST VALUABLE PARTNER RESOURCES

### Partner Enablement

PCN members can build their competencies and skills through a variety of educational opportunities and expanded training choices that include:

- Access to the PCN Competency Center, a free online training tool with role-based, guided learning paths to facilitate individuals becoming Private Client Lending experts across a variety of functions including sales, marketing, support, and implementation.
- Free Cloud Learning Courseware
- Discounted rates to business services and transaction management.

### Certified Partner Catalog

Royce Private has established a system of preference that helps private client customers and industry related professionals quickly find the right partner with the expertise that they need. The Certified Partner Catalog is a Lending IQ hosted online directory that provides customers, prospects, and Royce Private employees with instant access to PCN Certified Marketplace Experts.

### Royce Private Private Client Branding

PCN members may leverage the power of the Royce Private brand by using PCN logos intended for a variety of marketing materials including collateral, web sites, advertising, stationery, business cards, and signage. The individual program differentiation offerings have specific branding to create recognition for our partners' unique lending expertise.

### Lending IQ Authorized Access

PCN members can access the Lending IQ technology software free of charge for business development and online application AUS purposes. Lending IQ is the broker intelligence engine powered by Royce Private, giving PCN Partners access Royce Private products and applications that help first mover brokers' transition to certified experts in Private Client Lending.

### Get Started with PCN Partner Network Today

Start today. Visit [LendingIQ.com/Partner Network](https://LendingIQ.com/PartnerNetwork) for more information and to get started.

# ROYCE

PRIVATE

A ROYCE LYNCH ADVISORY CO.

[partners.royclynch.com](https://partners.royclynch.com)

Royce Private, Inc. dba Royce Private, a California Corporation, NMLS Consumer Access #1532732.

Loans made or arranged pursuant to a California Financing Law License.

#### Equal Housing Opportunity Statement

Royce Private, Inc. is an Equal Housing Lender and fully complies with all laws applicable to the conduct of its business, including those laws prohibiting discrimination such as the Fair Housing Act and the Equal Credit Opportunity Act.

We are pledged to the letter and spirit of U.S. policy for the achievement of equal housing opportunity throughout the nation. We encourage and support an affirmative advertising and marketing program in which there are no barriers to obtaining housing because of race, color, religion, sex, handicap, familial status, or national origin.