

Embracing Change: Reverse Mortgages and AI

Explore the dynamic intersection of Reverse Mortgages and Artificial Intelligence

Byron G. Torres
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Besides a Joke writer.... Let's talk about what AI is NOT



Dispelling the myths of AI

AI is not a menacing robot set
on world domination.

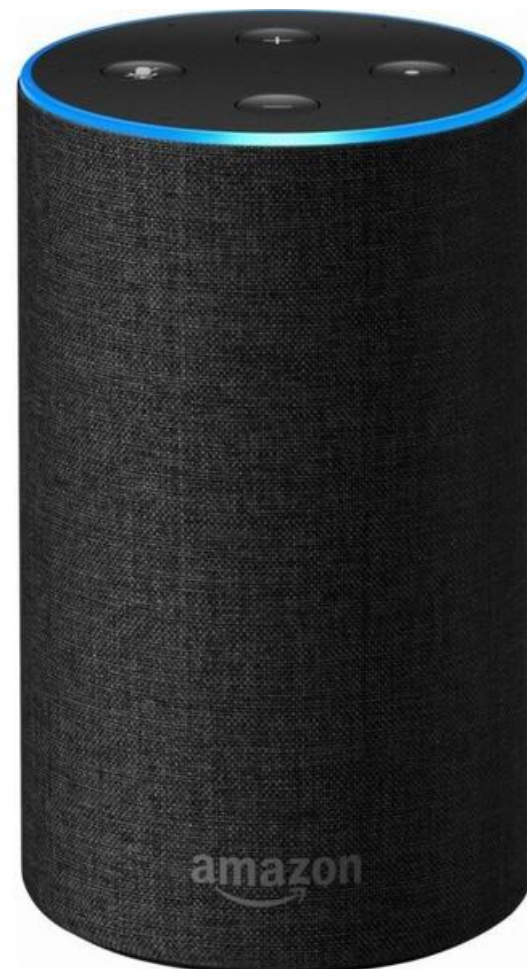
It's Not a World Conqueror - Understand AI's role
in our lives and businesses as a powerful ally,
not a threat.



You're Already Using Ai

AI: At the Heart of Siri and Alexa

AI is the driving force behind Siri and Alexa, enhancing user experiences and enabling voice-activated technology. These virtual assistants leverage cutting-edge artificial intelligence to understand and respond to user queries.



Knowledge
+ Ability To Explain
Reverse Mortgage Expert



AI Explained

LLM: Language Models

An LLM, or Language Model, is a highly advanced text processor. It's like an incredibly knowledgeable language expert, having read an extensive library of texts from the internet and books. This knowledge allows it to predict what words or phrases typically come next in a given sentence, making it proficient at generating human-like text.

AI: Artificial Intelligence

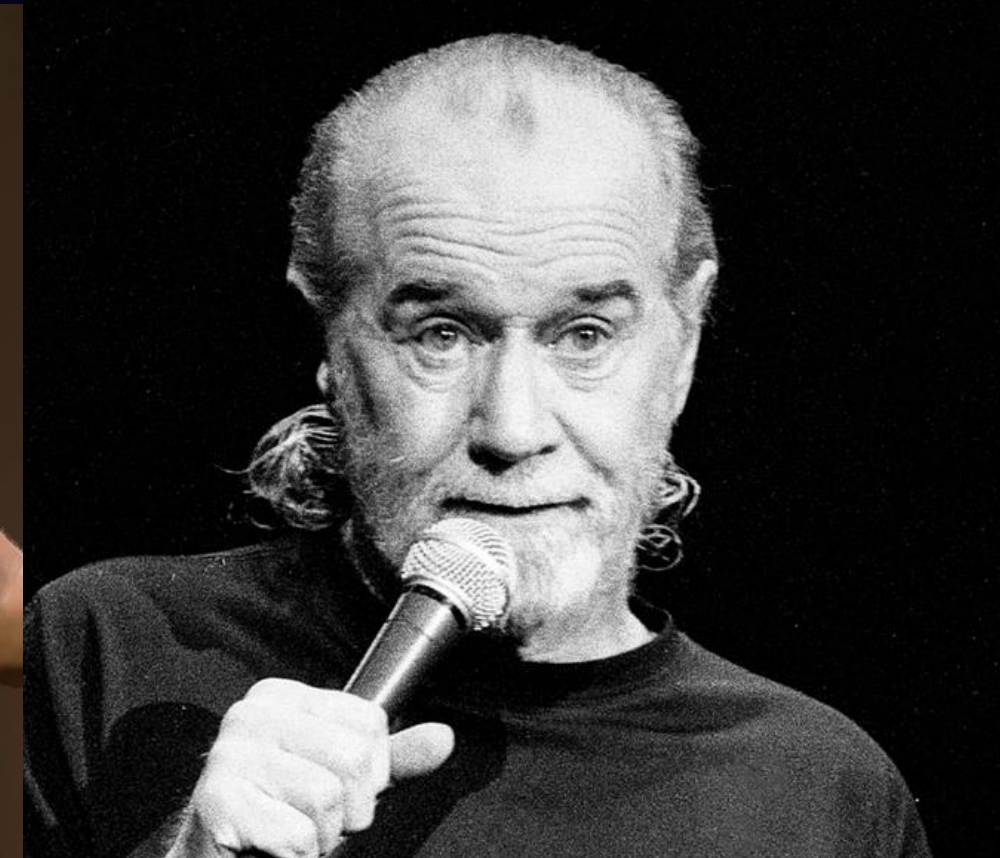
AI, or Artificial Intelligence, encompasses systems that can mimic human thought processes. These systems can adapt, learn, and make decisions. They're used in various applications, from voice assistants like Siri to complex problem-solving algorithms.



To be fair to AI as a bad joke writer

If we trained AI to be a comedian

- Stand up specials
- Different Genres
- What got laughs
- What didn't get laughs
- World events at the time
- Audience Makeup





This Is Why Hollywood Writers Are Shook

Good data in Amazing Output

The fear is that AI systems, such as ChatGPT, could analyze successful show scripts and produce dialogue that matches or surpasses the quality of human-written dialogue.



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I knew we would be obsolete within 3 years





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We provide simple solutions
within complex industries



REACHALITY

Political, Legal & Mortgage

Ron Klein

Grandfather of Possibilities

- inventor of the Magnetic Strip on the Credit Card
- Credit Card Validity Checking System
- Developer of computerized systems for Real Estate (MLS) Multiple Listing Services
- Voice Response for the Banking Industry and BOND Quotation and Trade Information for the New York Stock Exchange

“It wasn’t an invention as much as it was a repackaging of a process and technology that already existed”



Reverse Mortgage

How can AI shape
Reverse Mortgages?

- Complex Product
- Low Tech Clientele
- Long Conversion
- Heavily Regulated



Reverse Mortgage

How Can AI Help?

- Simplify Process
- Anyone Can Use it
- Shorten Sales Cycle Through Education
- Easier to digest guidelines
- Marketing Guidelines





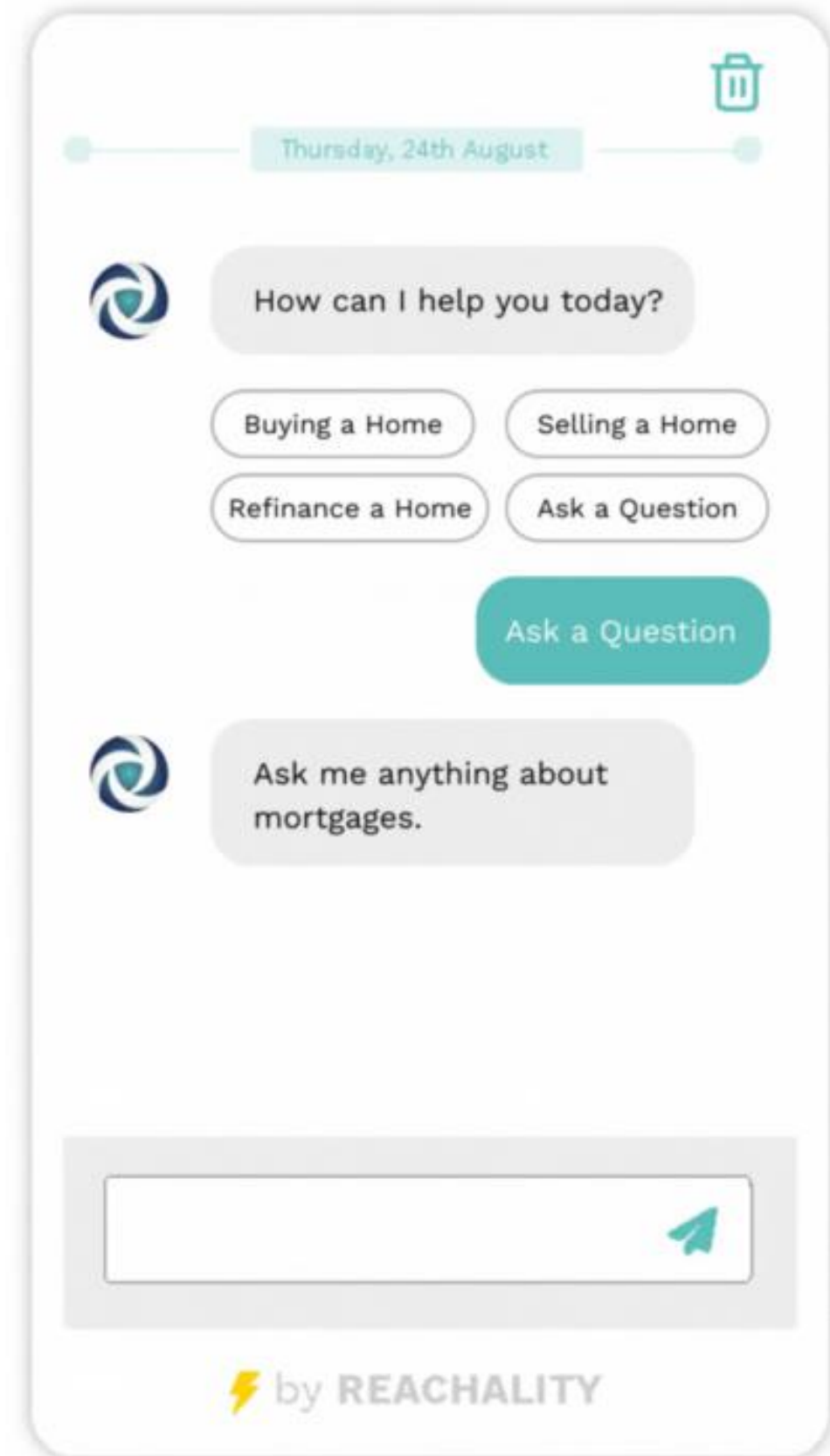
Solve Obvious Problems

Better Serve Borrowers B2B

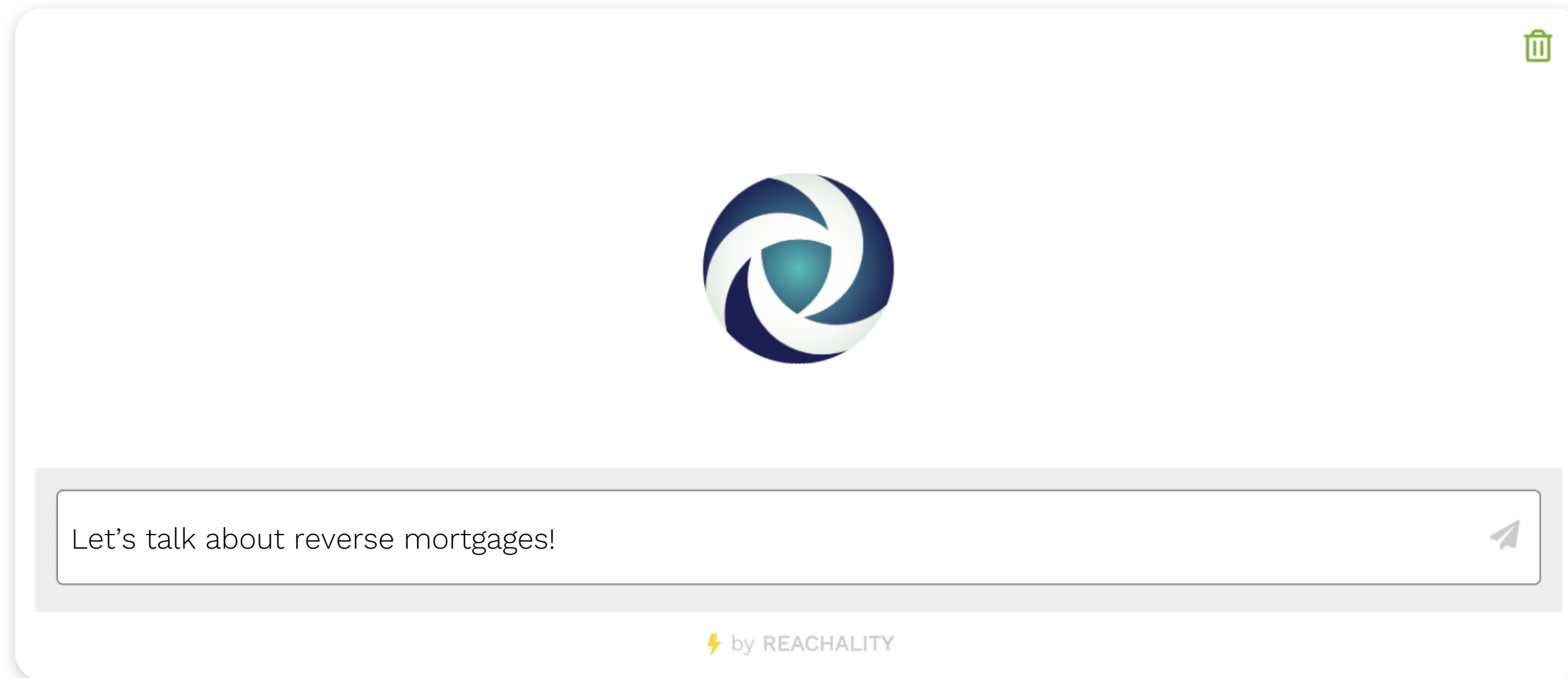
- Faster Answers To Brokers AEs (In Multiple Languages)
 - By creating a robust knowledge base that uses conversational AI with data we train it on

B2C

- 24/7 Conversational AI Agent
 - Answers Questions (Simple and Advanced)
 - Multilingual
 - Prequalifies Leads
 - Live Agent Handoff



Guideline Engine



Simple Interface

Guideline Engine



How does a reverse mortgage work?



A reverse mortgage is a type of loan for homeowners who are 62 years old or above. It allows them to convert a part of their home's equity, which is the value of their home after subtracting any outstanding loans, into cash. This means they can get money without having to sell their home.

The unique thing about a reverse mortgage is that the homeowners don't have to make regular monthly payments to repay the loan. Instead, the loan is repaid after the last borrower no longer lives in the home. So, they can continue .






How can I help you?



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Basic Questions

Guideline Engine


 how do liens on property affect my approval?
 If there are any unpaid liens against your property, they can affect your approval for a reverse mortgage. The lender will conduct a title search and if they find any issues with trusts, unpaid liens, bankruptcies, etc., they will work with you to clear these up. It's important to resolve these issues to move forward with the reverse mortgage process. To find out if a reverse mortgage is right for you [Click here](#)
 
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Advanced Questions



This is the Tip
of The Iceberg



AI Can and Will Help You Solve Problems In Your Business

Things You Might Not Know Are Problems



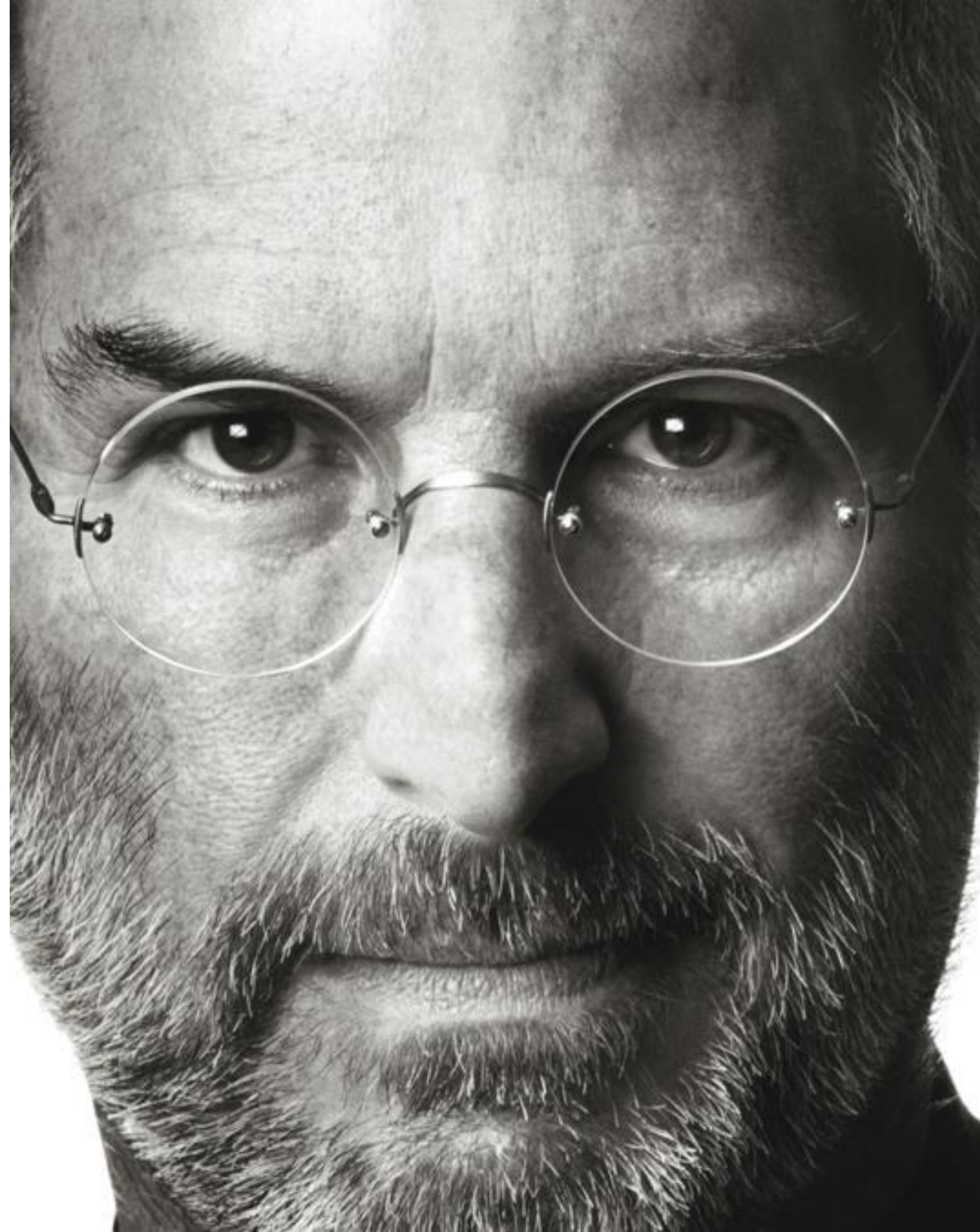
The Future of AI in Mortgages

Funding Times (Education)
Underwriting
Origination
LOS Integration
Post Close Education

“AI, like automation, doesn't eliminate people. It simply changes the nature of our jobs. It makes new jobs possible.”

“Stay Hungry and Stay Foolish”

Steve Jobs





Thank You

www.reachality.com

byron@reachality.com

949-693-2180

