

Shellpoint Mortgage Servicing's TRAIL Program Develops Future Business Leaders

For more information, contact:

Jeff Berg, Business Communications Manager
Phone: **864-312-4394**
E-mail: jeff.berg@shellpointmtg.com

Shellpoint Mortgage Servicing
75 Beattie Place, Suite 300
Greenville, SC 29601
www.shellpointmtg.com

Shellpoint Mortgage Servicing hires recent, local college grads; trains them for business management in a new, 2-year “rotational” leadership-development program called TRAIL (“Tools Required for Advancement Into Leadership”)

Greenville, SC (February 28, 2017) — Effective training plays a key role in leadership development. As U.S. President John F. Kennedy once said, “Leadership and learning are indispensable to each other.”

That concept is one of the factors that inspired [Shellpoint Mortgage Servicing](#) (SMS) to launch the company’s first-ever **TRAIL** program. **TRAIL** (Tools Required for Advancement Into Leadership) is a two-year “rotational” leadership-development program that is giving three recent college grads the opportunity to gain practical, on-the-job leadership and management skills while simultaneously learning about every aspect of the mortgage-servicing business.

“We hired for our TRAIL program out of a rich pool of graduates from accredited schools,” said Michael Keaton, SMS Executive Vice President. “These young people are now part of a comprehensive training program that will acquaint them with every aspect of our business. Our ultimate goal is to place them into supervisory or individual contributor positions that match their strengths, abilities, and career objectives.”

“To kick off our program,” noted Keaton, “we worked closely with a number of universities to help us identify and interview candidates. We targeted high-GPA students with degrees in accounting, business, finance, or related fields. We were also looking for people with strong interpersonal, communication, and analytical skills and abilities. We ended up selecting graduates from the University of South Carolina, Clemson University, and the University of Houston; and we believe we’ve picked some truly outstanding individuals.” He said that the selection process was finalized and the new staffers began the inaugural TRAIL program in June 2016.

So far, Keaton says, the program is a great success—so much so that SMS is currently recruiting its next round of TRAIL candidates. “We’ve begun the recruiting process with local colleges,” he stated. “We’re looking for two candidates from the Greenville area and two from Houston, with the goal of getting them onboard in June 2017. We’re inviting qualified candidates to access the TRAIL job description on our website, complete the application, and attach a current résumé.” Keaton indicated that the “TRAIL Rotational Program” job description can be found online at: <http://shellpointmtg.applicantstack.com/x/openings>

About Shellpoint Mortgage Servicing

Shellpoint Mortgage Servicing is one of America’s “Top 20” non-bank servicers of residential mortgage loans. From its offices in Greenville, SC and Houston, TX, SMS serves a wide range of clients nationwide, including leading banks, loan originators, and private equity firms—all of whom value SMS’ reputation for creating positive borrower-payment experiences. The twin pillars of SMS’ success are its commitment to **asset performance** and its ability to develop creative and **practical solutions** for borrowers in hardship.

SMS is proud to be part of [Shellpoint Partners LLC](#)—a diversified, well-capitalized, and vertically integrated residential mortgage-banking organization based in New York City.

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