

TrigoldCrystal to launch integrated Anti Money Laundering and Credit Checking Service



TrigoldCrystal are pleased to announce that they will be launching an integrated Anti Money Laundering, Valuation and Credit Check service in the New Year. The new facility, powered by Omnii's CheckIT service, will be integrated into TrigoldCrystal's sourcing and CRM systems to allow brokers to automatically instruct the checks and have data from the detailed report automatically returned.

This unique service will be the first time that all the checks can be done automatically from a single system with data and results stored in one place removing the need for brokers to re-key information. This data can then be used within the fact find to help define sourcing criteria and credit information. The detailed report produced can also be given to the client as a record of the information received.

The service is set up so that networks, clubs and brokers can also make money from the service by charging clients for advice and for the detailed report.

Nick Berry, managing director of Omnii, said; "This is a great service and we are delighted to have launched with TrigoldCrystal. The partnership with TrigoldCrystal was an easy decision as they have a 70% share of the broker marketplace. This was an excellent opportunity for us to get this service out to brokers using the technology they already have in place. We look forward to working together and making a real impact in 2010".

David Aylmer, marketing director at TrigoldCrystal commented "This is great timing for us with the MMR review and the focus on affordability. This service allows brokers to quickly identify if they can help the client upfront before they start detailed time consuming work. The credit check element will reveal any other loans or debts the client may have and so the broker can easily see the client's outgoings and so calculate affordability. There is also the ability to identify any cross sales or remortgage opportunities by having renewal dates stored in their CRM system to prompt brokers in the future. We're expecting this unique service to be a bit hit with brokers and look forward to speaking with many networks, clubs and brokers at EXPO over the next 2 days."