

# AVOIDING CHOKE POINT IN PAYMENT PROCESSING



BLAKE SIMS  
PARTNER



HUDSON  
COOK



TRIBAL LENDING  
CONFERENCE



MICHAEL PERKINS  
EVP, CHANNEL PARTNERSHIPS



**LoanPaymentPro**

*Getting. Lenders. Paid.*

# THREE TYPES OF CHOKE POINTS



Legal - State &  
Federal Regulation



Banking - Financial  
& Reputational Risk



Onboarding &  
Relationships

# FEDERAL LAW



EFTA & Reg. E



Telemarketing  
Sales Rule & RCC



NACHA Rules  
& Guidance



Card Rules

# STATE LAW



Convenience Fees,  
Active AGs, Etc.



New Legislation  
Targeting Service Providers

# CFPB AND FTC



ENFORCEMENT  
ACTIONS



GUIDANCE,  
PROPOSED  
RULES, ETC.



PAYMENTS  
RULE

# THREE TYPES OF CHOKES POINTS



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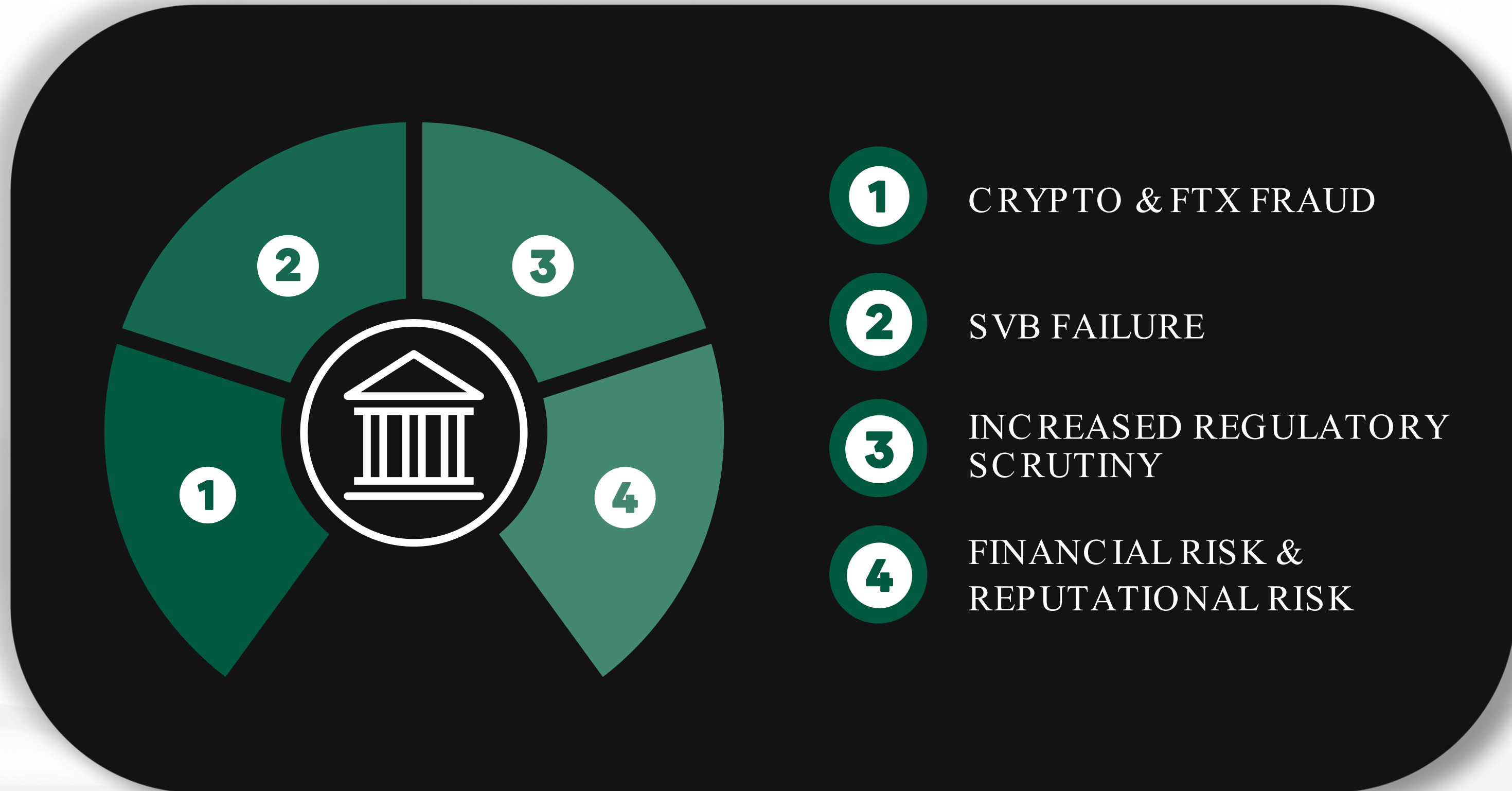
# TEN YEARS OUT

POLITICS  
&  
ADMINISTRATION

ENVIRONMENTAL,  
SOCIAL,  
GOVERNANCE

SOCIAL PRESSURE  
&  
REPUTATIONAL RISK

# BANKING





# PAYMENT PROCESSOR

## VENDOR LIABILITIES & RISKS



ONBOARDING  
REQUIREMENTS  
AND ISSUES



RETURNS AND  
CHARGEBACKS



ASSESS YOUR VENDORS -  
DUE DILIGENCE,  
COMPLIANCE, AUDITS

# QUESTIONS?



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