



Realtime Electronic Payments



Client Case Study

Walters Management Co. Increases Consumer Lending Volume with REPAY

The U.S. has increasingly become an on-demand culture, and ease of doing business is now a major factor in the decision-making process for consumers looking for lending options. It also means that those in the consumer installment loan business must consider the convenience factor as a cornerstone of their operations; providing anytime, anywhere access to apply for and fund loans is now a must. A family-owned consumer lender with more than 120 locations across Texas, Tennessee, Alabama and Georgia, Walters Management Co., is one organization leading the charge to provide new payment and funding technology for its consumers and proving just how big the benefit is. As one of REPAY's earliest clients, Walters Management turned to its long-time partner to help them launch its newest solution for consumers, Instant Funding.

"We have always been interested in how technology can improve both our operations and the consumer lending experience," commented Rob Robinson, CEO, Walters Management Co. "Since 2014, it has been my mission to innovate our business and the industry to better meet consumers where they want to be on their lending journey. From the beginning, REPAY has proven to be the partner to get us there."

•• About Walters Management Co.

Walters Management and Phoenix Financial, dba Service Loan South and Loan South Finance and Tax Service have been helping families in Alabama, Georgia, Texas and Tennessee with their financial needs since 1974. The company extends loans to individuals and households to help them get through emergencies, loss of income or unplanned expenses. They also provide financial counseling to their youth and adult customers on responsible borrowing. They are members of the Alabama Consumer Finance Association, Georgia Installment Loan Association, Tennessee Independent Lenders Association and the Texas Consumer Finance Association. CEO Rob Robinson has served in Board positions and been active in each of the trade groups.

•• Innovating Consumer Installment Lending with Electronic Payments and Funding

Looking ahead to the future and how to serve their customers and employees better, Walters Management set out on a path that embraced the

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