

# Making Lending Work for You



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# Outline of the Discussion

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- Defining the problem
- Impact of predatory lending
- Making Lending Work
- Impact



# Predatory Lending

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Predatory Lending is defined by the Federal Deposit Insurance Corporation (FDIC) as imposing unfair and abusive loan terms on borrowers.





# Characteristics

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- Overpriced collateral or small dollar loan secured by personal check, access to bank accounts, or car titles
- Triple digit interest
- Id, bank account and income
- One time payment
- Additional fees



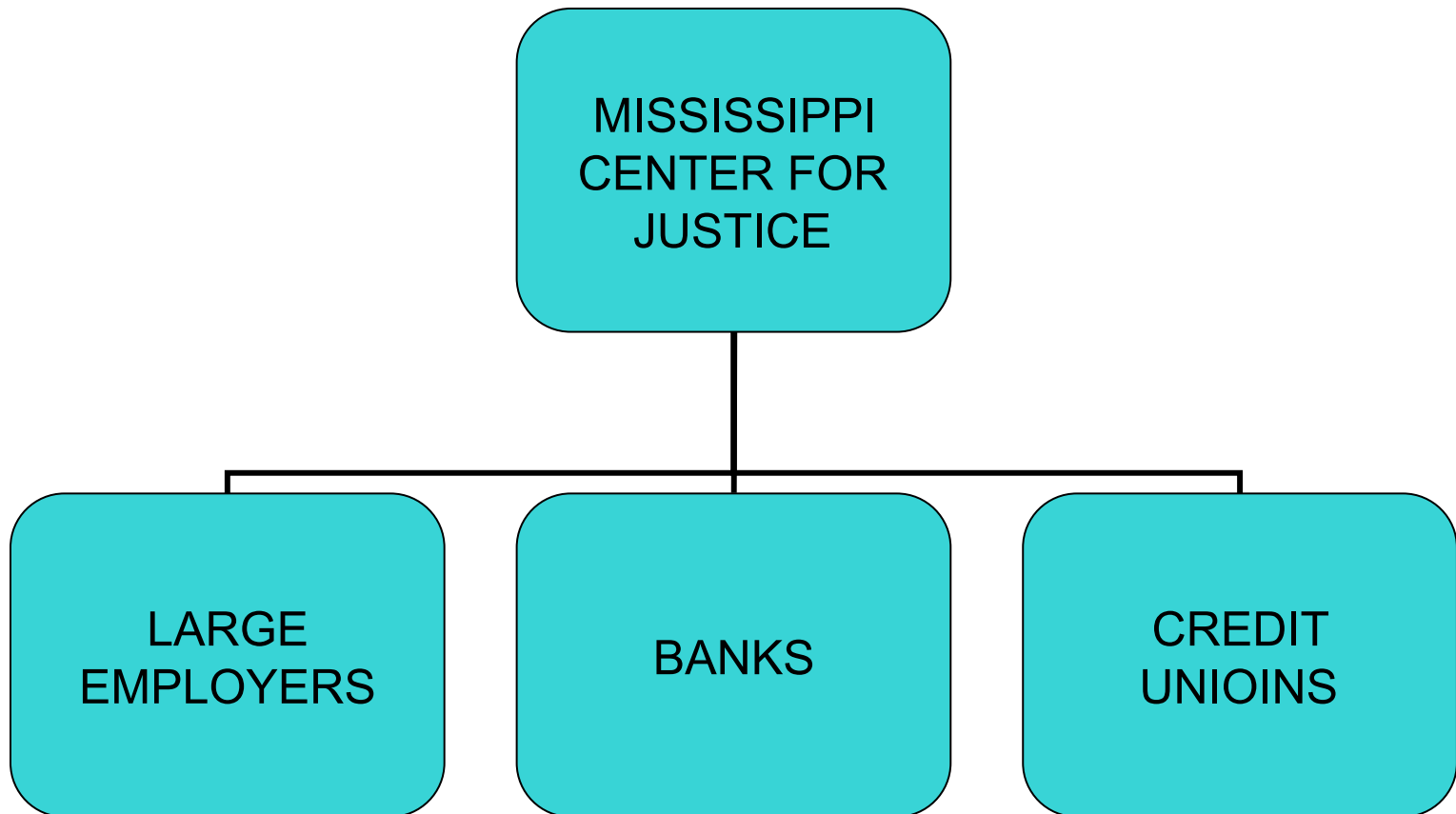
## Making Lending Work For You

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- Employer-based micro lending program
- Partnering lending institutions and large employers
- Offering small loans with reasonable terms to employees
- Employers are not responsible for the loans

# How it Works

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# Making the Pitch

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- MCJ brokers a partnership
- The employer allows access to employees
- Employees apply for a loan
- Loan is repaid through payroll deductions



# The Impact

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- More banked consumers
- Less reliance on predatory products
- More productive work force
- More educated consumer base on financial options







## ADDITIONAL INFORMATION

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