



The Income and Employment Verification Buying Guide

Stop piecing together your verification process

Introduction

Doing income and employment verifications in-house—or stitching together a patchwork of vendors—might feel like control. But in practice, it’s slow, manual, and expensive. Every extra handoff, redundant request, or missed data source adds friction, cost, and risk to your process.

And when you’re building your own verification waterfall from multiple providers, those inefficiencies multiply. You pay for duplicate data, manage multiple contracts, and your teams still spend hours on manual follow-up.

To truly improve efficiency, accuracy, and borrower experience, you need a verification solution that can do it all—automating every step from request to report.

This guide will help you find it. Follow along as we walk through what a comprehensive income and employment verification solution looks like and how you can find one that fits your business needs.


1. Lower your verification costs

Every extra vendor or manual process adds cost—whether in platform fees, duplicate data charges, or in-house staff time. To really cut your verification costs, you need to consolidate, automate, and gain reliability in your process.

A modern solution automates income and employment verification end-to-end, consolidating multiple contracts and workflows into one streamlined platform and ensuring more verifications complete successfully the first time.

What to look for:

- One flat, transparent pricing model (no hidden vendor or per-hit fees)
- Pay only for completed reports, not duplicate or partial hits. (Check completion rates, not just coverage rates!)
- Automation that reduces manual workloads and staffing pressure
- Ability to scale up or down without hiring or layoffs
- Built-in orchestration for all verification methods


 **Pro tip:** Cheaper list prices can cost more in the long run if you’re still managing multiple vendors or paying for unusable data.

2. Save time with streamlined workflows

Every minute counts in lending. Look for a verification provider that automates every step from request to report and integrates with the tools you already use so you can spend less time chasing data and more time closing loans.

What to look for:

- Automates tasks like moving your verification to a fallback method and emailing employers
- Unified dashboard to manage all verification methods and statuses and eliminate duplicate requests between teams
- Integrations with LOS and POS systems to keep data in sync and API integrations for added customization
- Data quality assurance and report corrections happen automatically in the background so errors are handled before you see them. (Look for a publicly published accuracy % and don't settle for anything under 99%!)


 **Pro tip:** The best solutions eliminate manual touch points—no more re-keying data or toggling between vendors.

3. Enhance the borrower experience

A unified verification platform makes verification fast, simple, and transparent for everyone involved. Borrowers spend less time uploading documents, and lending teams get what they need without having to do constant follow-up.

What to look for:

- Minimal document uploads needed. Borrowers can easily permission data via payroll and bank logins
- Automated borrower notifications to complete their application
- Accurate, standardized data meaning no need for re-verifications and post-close corrections


 **Pro tip:** A better borrower experience isn't just about speed—it's about clarity and confidence at every step.

4. Improve accuracy

Accuracy issues cause costly delays and re-verifications. A strong verification solution ensures every report is complete, consistent, and validated before it reaches underwriting, combining automation, machine learning, and expert QA to deliver trustworthy data.

What to look for:

- Direct data pulls from verified payroll, tax, or financial sources
- Automated QA, entity matching, and data validation before report delivery
- Dedicated corrections team to ensure final data integrity and accuracy
- Standardized report formats that are GSE- and audit-ready

 **Pro tip:** When your vendor can't confirm a 99%+ report accuracy, you end up paying in house with your own time and resources spent on corrections.

5. Increase GSE eligibility

To maximize loan saleability, your tech partner should deliver GSE-aligned, audit-ready reports that meet Fannie Mae Day 1 Certainty® and Freddie Mac AIM program standards.

What to look for:

- Reports mapped to GSE data standards
- Direct integrations with verified data sources to reduce rep and warrant exposure
- Broad borrower coverage (95%+ U.S. workforce)
- Audit-ready reports that meet agency documentation rules

 **Pro tip:** GSE-ready data reduces exceptions, conditions, and delays—helping you sell loans faster and with less risk.

Your all-in-one verification solution starts here

Choosing the right income and employment verification solution isn't just about cutting costs or adding automation. It's about transforming how your team verifies income and employment at every level. When you consolidate vendors, automate workflows, and standardize your data, you unlock faster closings, happier borrowers, and more confident lending decisions.

Meet Truework, the ultimate verification platform

Truework is built to do it all. With a **comprehensive verification waterfall, intelligent orchestration**, and **75%+ completion rate**, Truework automates every step of income, employment, and asset verification. Our platform delivers verified, GSE-ready reports in a fraction of the time, helping lenders lower costs, reduce risk, and move loans to sale faster.

- **95% U.S. coverage** across payroll, bank, and credentialed data sources ensures every borrower is within reach
- **50% lower verification costs** thanks to a single, blended model and pay-per-completion pricing
- **75% completion rate** thanks to our intelligently orchestrated waterfall which delivers more verified data and fewer manual fallbacks
- **40% of income and employment verification reports are GSE-eligible**, helping lenders boost Day 1 Certainty® and AIM participation
- **Trusted by 4 of the top 5 lenders**

Ready to see how Truework can do it all for you?

Visit truework.com to learn more.