

Principles of Mortgage Banking II

COURSE HIGHLIGHTS

Program:

A six week advanced course, held one morning a week, featuring discussions and lectures by experienced professionals in the residential mortgage banking field.

Purpose:

To build on the technical skills gained through Principles of Mortgage Banking I. This course is designed to help the industry professional increase their knowledge at a comprehensive level in targeted areas of the home loan process in an effort to provide a broader industry understanding that support personalized services to clients and company goals.

Who Should Attend:

Recommended for employees with at least 2 years on industry experience and for those looking to strengthen their knowledge and understanding of the more complicated concepts impacting the industry. Recommended for underwriters, advanced processors, loan officers and process managers.

Place:

New Hampshire Housing, 32 Constitution Drive (East Wing Meeting Area), Bedford, New Hampshire. Directions to East Entrance: Once in the parking lot, take an immediate right, versus a left to reach the main entrance. Plenty of parking is available. You will see a doorway at the end of a short, slightly wooded paved sidewalk.

Student Evaluation:

Principles of Mortgage Banking II is a certificate program, completion is not a requirement for CMP application but recommended.

Cost:

\$399 full course MBBA-NH member
\$599 full course non-member
\$ 75 individual module MBBA-NH member
\$ 95 individual module non-member

Refund policy: We will refund 50 percent of the cost, after the completion of module one. There will be no refund, after that time.

Registration:

Please send the enclosed registration form to Mortgage Bankers and Brokers Association of New Hampshire, Inc. (MBBA-NH), 6 Garvins Falls Road #106, Concord, NH 03301. You can register online at www.mbba-nh.org and pay by MasterCard / Visa or use your PCP benefits.

8:45 to 9:00am registration & networking Prompt start 9:00am to 12 noon

Module 1– January 9, 2018

- **APPRAISAL ANALYSIS “The Underwrite”**
Gwen Timbas, Staff Review Appraiser/Appraisal Manager, Merrimack Mortgage
Review of received appraisal for accuracy, etc. & review for investor acceptability. Update on process of managing appraisers and how to handle disputes.

Module 2—January 16, 2018

TAX RETURN ANALYSIS Radian MI

Learn how to review a personal tax return and all its schedules to calculate income early in the process, setting your borrowers up for success.

Module 3—January 23, 2018

- **ATR-QM**
Mark Chalifour, VP Residential Mortgage Sales, NH Mutual Bancorp
An in-depth view of Appendix Q and underwriting a loan for Ability to Repay rules including how to manually underwrite a credit report. Then a review of what makes a mortgage “qualified”.
- **CREDIT REPORT UNDERWRITE**
Mark Chalifour, VP Residential Mortgage Sales, NH Mutual Bancorp

Module 4 – January 30, 2018

- **MORTGAGE INSURANCE (MI)**
Deborah Ferrante, Account Manager, Essent Guaranty
How MI works to protect the lender when there is a claim with examples. MI Choices & Calculating MI, using real case studies, Advantages of using MI, Cancellation of MI
- **CONDO REVIEWS**
Lisa Welch, VP Project Approval Manager, Merrimack Mortgage
Gain an in-depth understanding of what investors are looking for in the process of the condo review. What red flags should you look for and why are they red flags? When reviewing condo certifications for your company, what documents are critical to be reviewed and why?

Module 5– February 6, 2018

- **TITLE COMMITMENT & TRUST REVIEW**
Gary Coffin, Director of Client Education, Market Street Settlement
Overview of Trusts and what is and not acceptable for a residential transaction
- **NON-QM, HOW TO MANAGE THE RISK**
Ben Niles, CMB Master
Housing Advocate

Module 5 continued

The real challenge how to address the credit policy & manage foreclosure risk of subprime, deep subprime, or bank statement stated income loans, and a combination of those two. Understanding how QRM will impact a business is important – it could force some out of the industry or it may increase capital needs, causing stress on the overall cash flow of a business.

Module 6– February 13, 2018

SECONDARY MARKET OVERVIEW

Mike Wilberton, VP of Capital Markets, Merrimack Mortgage

What is the “secondary market”? How does it work? Learn about mortgage backed securities, selling loans one by one and the nuances of service retained verses service released

REGISTRATION FORM

Students register for the full course or for individual modules. **Registration deadline (for full course) is Wednesday December 30, 2015, and for individual modules, a week prior to the appropriate module.**

COST

\$399 - Full Course - MBBA-NH Members
\$599 - Full Course - Non-Members
\$ 75 - Individual modules- MBBA-NH Members
\$ 95 - Individual modules - Non-Members

Supervisor's name: _____
Organization: _____
Email: _____ Phone: _____

A. _____ Registration for the full course.

Student's Name: _____
Title: _____ Yrs. in Mtge. Banking: _____
Student's email: _____

Student's Name _____
Title: _____ Yrs. In Mtge. Banking: _____
Student's email: _____

B. _____ Registration for individual modules. Please check module(s) attending: 1 ___ 2 ___ 3 ___ 4 ___ 5 ___ 6 ___

Students name: _____ Phone: _____
Title _____
Email: _____ Phone: _____

Student's name: _____
Title: _____ Yrs. In Mtge. Banking: _____
Student's email: _____

Pay by check enclosed in the amount of \$ _____ or register and pay by MasterCard or VISA on MBBA-NH website. Please make check payable to MBBA-NH and return to MBBA-NH, 6 Garvins Falls Road # 106, Concord, NH 03301. (603) 225-6111
Email: info@mbba-nh.org; and Web site: www.mbba-nh.org.