

Principles of Mortgage Banking I

COURSE HIGHLIGHTS

Program:

A ten-week course, held one morning a week, featuring discussions and lectures by experienced professionals in the residential mortgage banking field. Second program, Principles of Mortgage Banking II advanced level designed to provide a broader knowledge of the lending industry.

Purpose:

To introduce students to the variety of topics and activities associated with mortgage banking in order to expand their understanding of the complexity of the industry. Secondary market guidelines are taught throughout the course as well as technical training in areas critical to a successful lending program in today's home loan environment. Topics covered include: History, Loan Application Loan Estimate, Closing Disclosure, Income and Asset Verification, Understanding the Credit Report and a Purchase and Sales Agreement, Investor Requirements ,Overlays, Post Closing QC, Flood.

Who Should Attend:

Recommended for cross training employees or strengthening knowledge and understanding for all levels of experience in processing, loan origination and underwriting residential mortgage lending.

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 is a certificate program, graded pass/fail. Your grade consists of prompt attendance, class participation, and a final exam. Completion is optional requirement for CMP application exam.

Calculator Required for all Modules:

Cost:

\$399 full course as a MBBA-NH member
 \$599 full course as a non-member
 \$ 55 individual module as a MBBA-NH member
 \$ 75 individual module as a non-member

Ten-week course refund policy: We will refund 50 percent of the cost prior to week 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.

Preferred Corporate Partner Benefits

Platinum: 3 complimentary registrations per year
 Gold: 2 complimentary registrations per year
 Silver: 1 complimentary registrations per year
 Bronze: 0 complimentary registrations per year

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

Module 1– September 11, 2018

- HISTORY OF THE MORTGAGE FINANCE INDUSTRY

Mark Chalifour, CMP, Vice President/ Residential Mortgage Sales, NH Mutual Bancorp

Module 2—September 18, 2018

- COMPLETING THE LOAN APPLCATION,
- TRID & LOAN ESTIMATE / CLOSING DISCLOSURE

*Gladys White, CMP, Sr. Loan Officer, Residential Mortgage Services
 Sandra Gausch, CMP, VP, Compliance Officer, Residential Mortgage Services.*

Module 3–September 25, 2018

- UNDERSTANDING THE CREDIT REPORT

Barret Elliot, Regional Sales Manager, Birchwood Credit Services

- REVIEW OF PURCHASE AND SALES AGREEMENT

Gary Coffin, CMP, Mortgage Planner, Regency Mortgage

Module 4 – October 2, 2018

- CHOOSING THE APPROPRIATE MORTGAGE PRODUCT AND PRICING

*Rick Herrick, CMP, Loan Officer, PrimeLending
 Brenda Mahoney, CMP, Director of Development Homeownership, New Hampshire Housing
 Paul McLaughlin, CMP, HOMEteam Manager, Neighborworks Southern NH*

Module 5– October 9 2018

- PROCESSING AND UNDERWRITING MORTGAGE LOANS (PART I)

*Evelyn Whelton, CMP, SVP – Retail Lending Market Manager, Bank of New Hampshire
 Michael Chadbourne, Director of Homeownership, New Hampshire Housing*

Module 6– October 16, 2018

- PROCESSING AND UNDERWRITING MORTGAGE LOANS (PART II)

*Evelyn Whelton, CMP, SVP– Retail Lending Market Manager, Bank of New Hampshire
 Michael Chadbourne, Director of Homeownership, New Hampshire Housing*

Module 7 --October 23, 2018

- APPRAISING THE COLLATERAL

Mark McKeon, Appraiser, M.H. McKeon Appraisal Services

Module 8 – October 30, 2018

- CLOSING THE REAL ESTATE LOAN

Gary Coffin, CMP, Mortgage Planner, Regency Mortgage

- QC/FRAUD

Ben Niles, Master CMB, CMP, Housing Advocate

Module 9– November 6, 2018

- COMPLIANCE OVERVIEW: UDAAP, HMDA, AML, REGZ, HPML, etc.

Sandra Gausch, CMP, VP, Compliance Officer, Residential Mortgage Services

Module 10– November 13, 2018

- UNDERSTANDING FLOOD DETERMINATIONS AND INSURANCE

Mark Condodemetraky, GC Engineering, Laconia, NH.

- FINAL EXAM

REGISTRATION FORM

Students register for the full ten-week course or for individual modules. Registration deadline (for full course) is Thursday September 7, 2017 and for individual modules, the Tuesday before the appropriate module.

COST

\$399 - Complete Course - MBBA-NH Members

\$599 - Complete Course - Non-Members

\$ 55 - Individual Classes - MBBA-NH Members

\$ 75 - Individual Classes - Non-Members

(Preferred Corporate Partners, complimentary registration)

A. ___ Registration for the full ten-week course.

Supervisor's name: _____

Organization: _____

Email: _____

Address: _____

City: _____ State: _____ Zip _____

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 ___7 ___8 ___9 ___10

Supervisor's Name: _____

Organization: _____

Email: _____

Address: _____

City: _____ State: _____ Zip: _____

Student's Name _____

Title: _____ Yrs. In Mtge. Banking: _____

Student's email: _____

Using Preferred Corporate Partner complimentary registration(s) ___ or 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, P.O. Box 2815, Concord, NH 03302-2815. (603) 225-6111
 Email: info@mbba-nh.org; and Web site: www.mbba-nh.org.

Introduce Your Staff to The Various Aspects of Residential Mortgage Banking Including:

History of the Mortgage Finance Industry

Completing the Application,
Loan Estimate and Closing Disclosure

Credit Reporting and Scoring

Understanding a Purchase
and Sales Agreement

Choosing the Appropriate
Mortgage Product and Pricing

Processing and Underwriting
Mortgage Loans Part I and II

Understanding Flood Hazard
Determinations and Insurance

Appraising the Collateral

Closing the Real Estate Loan

Post Closing and Quality Control

Compliance Overview: UDAAP,
HMDA, AML, REG Z, HPML, etc.

Final Exam

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

New Hampshire Housing
32 Constitution Drive, East Entrance
Bedford, New Hampshire 03110

P. O. Box 2815
Concord, NH 03302-2815



Principles of Mortgage Banking I

Next session
Sept 11, 2018 to Nov 13, 2018
Meets on Tuesday

Advanced - Principles II
Tuesdays, January 8 thru February 12, 2019

