

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), P.O. Box 2815, Concord, NH 03302-2815. 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 14, 2020

- **APPRAISAL ANALYSIS “The Underwrite”**
Gwen Timbas, Staff Review Appraiser/Appraisal Manager, HarborOne 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 21, 2020

TAX RETURN ANALYSIS

Radian MI

FNMA 1084 Cash Flow Analysis, 1065 (Partnership), 1120S (S-Corp), 1120 (Corporate), Business Liquidity. 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 28, 2020

- **ATR-QM**
Mark Chalifour, CMP, 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, CMP, VP Residential Mortgage Sales, NH Mutual Bancorp

Module 4 – February 4, 2020

- **MORTGAGE INSURANCE (MI)**
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, HarborOne 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 11, 2020

- **TITLE COMMITMENT & TRUST REVIEW**
Gary Coffin, CMP, VP Title Operations, Red Door Title
Overview of Trusts and what is and not acceptable for a residential transaction
- **NON-QM, HOW TO MANAGE THE RISK**
Ben Niles, CMB, CMP Master
Responsible Housing Finance 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 18, 2019

SECONDARY MARKET OVERVIEW

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 ____

Student's Name _____

Title: _____ Yrs. In Mtge. Banking: _____

Student's email: _____

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, 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:

Appraisal Analysis "The Underwrite"

Tax Return Analysis

ATR-QM

Credit Report Underwrite

Mortgage Insurance "MI"
Condo Reviews

Title Commitment &
Trust Review

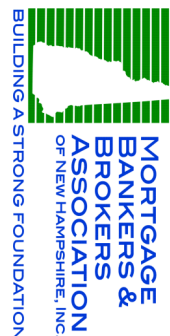
Non-QM, How to Manage the Risk

Secondary Market Overview

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 033012-2815



Principles of Mortgage Banking II

"Technical Training"

Next Program:
January 14 thru February 18, 2020

