



**Understanding Today's Financing Options #E1435**  
P.O. Box 2815 | Concord, NH 03302-2815  
603-225-6111 or infor@mbba-nh.org  
**Expires 11/10/2021**

**Course Description:** The course will explain financing options available today: NH Housing Home Buyer Programs, Theory of TILA-RESPA Integrated Disclosure (TRID), Consumer Financial Protection Bureau, Closing Disclosures, Underwriting and Government loan programs.

## Schedule & Instructor Bio's

### 8:30 to 9:00am

Registration

**MODERATOR:** Steven Bauer, CMP

### 9:00 to 9:30am NH Housing programs

- I. New Hampshire Housing -(30 minutes)
  - A. About New Hampshire Housing?
  - B. How to qualify more prospective buyers
  - C. Homeownership programs
  - D. Homebuyer tax credit program

**Instructor:** Lisa Ford, CMP, Senior Manager, Partner Relationships at New Hampshire Housing

### 9:30 to 10:00am

- II. Title company role and responsibility following BCFP guidelines (30 minutes)
  - A. What is Title, Title issues, Marketable vs. insurable
  - B. Title Insurance
  - C. BCFP New Disclosures, Benefit to the Consumer
  - D. Impact on the Real Estate Agent

**Instructor:** either Martha, Gary or Mark

### 10:00 to 10:30am

- III: Reality of Real Estate and Security (30 minutes)
  - A. Our Reality & Price tag of cybercrime
  - B. Seller wire fraud & Buyer wire fraud
  - C. Best practices to avoid email wire fraud

**Instructor:** either Martha, Gary or Mark

### 10:30 to 10:45am      **Break**

### 10:45am to 11:30pm

- IV. Financing Options: Underwriting and Review (45 minutes)
  - A. The application process -(45 minutes)
    - 1. Pre-approval process versus pre-qualifications
    - 2. Credit requirements
    - 3. Disclosures and seller concessions

**Instructor:** see list

## 11:30 to 12:00 pm

B. Conventional and Government Programs (30 minutes)

1. The whole package, credit, down payment and ratios
2. Property requirements
3. Condos

**Instructor:** See list – usually the same as Underwriting section

## Instructor Bios

**\*CMP\* Certified Mortgage Professional**

**Mark E. Chalifour, CMP**, VP, Retail Loan Operations, Northway Bank. Previously Mark was Mortgage Lending Sales Manager, NH Mutual Bancorp and VP, Merrimack Title Co., Inc. in Concord, New Hampshire where he held that position since 1992. Beginning of his career he was Vice President of private banking at Fleet Bank, Manchester, New Hampshire, and Vice President /mortgage loan officer at Indian Head National Bank in Nashua, New Hampshire.

**Gary Coffin, CMP**, President, Stonemark Abstract Services, Previously, Gary held several positions including, Vice President of Title Operations at Red Door Title, Brand President at Horizon Settlement Services, president at Accredited Real Estate Academy, and Director of education at Market Street Settlement Group. In 1996 he was a founding partner of Horizon Settlement Services, Inc

**Martha P. Cossey, CMP**, Director of Education Summit Title Services. Martha has worked in the real estate industry since 1995 and has been licensed in four states, including, CA, KS, ME, and NH. As a title officer in NH for over 14 years, Martha has conducted many education seminars, workshop and continuing education classes to hundreds of NH real estate agents.

**Renee Duval, CMP**, Branch Manager & Loan Originator at Fairway Independent Mortgage in Tilton New Hampshire, NMLS#97967. Previously, Renee worked at HarborOne Mortgage, and as a Loan Originator for North American Mortgage Company and Homeowners Assistance Corp. Renee was a REALTOR for 5 years before starting her career in mortgage lending in 1987. Renee originates loans in NH, Massachusetts, Maine, North Carolina and Florida.

**Lisa Ford, CMP**, Senior Manager, Partner Relationships at New Hampshire Housing responsible for creating and managing relationships with their Participating Lenders, Participating Originators, Real Estate Professionals and local and state trade associations as well as Workforce Housing Coalitions.

**Carol M. Jordan, CMP**, Branch Manager and Loan Originator, Fairway Independent Mortgage, NMLS#94985. Carol has been in the mortgage business for over 25 years specializing in originating Government loan programs. She has been associated with HarborOne Mortgage, First Horizon Home Loans, Washington Mutual, North American Mortgage and Homeowners Assistance.

**Gregory Fischer, CMP**, VP Operations, Pinnacle Mortgage Corporation, NMLS #26086. Greg has been in the Mortgage industry since 2004. Serving as VP of Operations for two independent mortgage broker companies. He has also served as a mortgage originator and in loan processing for a regional mortgage lender.

**Gordon Greco, CMP**, Branch Manager at HarborOne Mortgage (formerly Merrimack Mortgage Company) NMLS ID #163021. Gordon has more than 25 years of experience in mortgage banking on both the sales and operations sides of the business. Prior to joining HarborOne Mortgage Company, he was the Vice President of Residential Lending at Boston Federal Savings Bank, for more than fifteen years. Over the years Gordon has volunteered to teach many FTHB classes for NeighborWorks of Southern New Hampshire. Gordon originates loans in NH, MA, ME, CT, and FL.

**Edward “Rick” Herrick, CMP**, Senior Loan Officer at PrimeLending, NMLS # 48452. Prior to joining PrimeLending, Rick was a Senior Loan Officer for Embrace Home Loans, Norcom Mortgage, Mortgage Financial, Schaefer Mortgage, and Mortgage Partners. Rick has been in the mortgage business for over 13 years. He originates mortgage loans and oversees processing and closing of residential loan applications. Rick is licensed to originate loans in New Hampshire and Massachusetts.

**James Swartzbaugh, CMP**, Loan Officer, Mortgage Equity Partners, NMLS 255001. Jim has been a mortgage lender since 10/1987 to present day. Experienced with all levels of residential loan underwriting and origination, including FHA, VA, USDA/RD, NHFFA, MSHA, Conventional, New Construction and Renovation. Proficient in FNMA, FHLMC guidelines. Instructed and provided course offerings as approved by New Hampshire Real Estate Commission #E1459 FHA Financing, Turning Your Buyers into Homeowners, E1776 Understanding Credit Reporting, E1896 First Time Home Buyer Education.

**Gregory N Wehrle MBA/CMP**, Sales Manager at HarborOne Mortgage, Bedford NH. Greg has been a Branch Manager or Sales Manager in the Bedford area since 1996. He has taught various mortgage classes for continuing education credits for Licensed New Hampshire Real Estate professionals. He holds a Master of Business Administration from Southern New Hampshire University, is Past President of the BNI chapter Leading Edge and is a Martial Arts Instructor at The Training Station Manchester NH.

**Evelyn Whelton, CMP**, Senior Vice President, Mortgage Sales Manager at Bank of New Hampshire. In her role, she is responsible for all aspects of the sales and service functions for her mortgage loan customers. Prior to this role, Evelyn spent 18 years with Northway Bank. In Evelyn's lending roles, she has worked as an MLO as well as managed both the sales and the operational functions as they relate to mortgage and consumer lending. She has been responsible for maintaining all aspects of the Bank's mortgage origination business including policy and procedure, compliance, maximizing efficiencies, staff development, budgeting, and ensuring a quality customer experience.

## Course Policies

### Virtual

Once a date, time, and list of attendees for a meeting is determined, attendees will be emailed a link to Cisco Webex along with meeting ID. Cisco Webex automatically tracks when an attendee enters and leaves a meeting. Virtual attendees through Cisco Webex at any of the above CEU courses will be limited to 40 participants, so that the course instructor can monitor attendee participation by viewing all participants of a given meeting onscreen. Attendees who join a meeting late, leave a meeting early or do not participate throughout the presentation will have their credits modified accordingly by the instructor prior to issuance of a course affidavit.

Slides for the presentation in PDF format are available upon request. Registration: attendees will be asked to provide full name, company, and email address. Signed course affidavits will be emailed to Licensee upon approved attendance 3-5 business days of course completion.

### Attendance and Tardiness policy:

Attendee must complete the full 3 hours to receive a course completion certificate. A 15-minute break is included in the program and short bathroom breaks are allowed during instruction. Time lost more than 15 minutes the attendee will be asked to leave by the administrator without receiving a completion certificate. Mobile phone usage or other disturbing actions by attendees during the program are prohibited, after one warning an attendee will be asked to leave, without receiving a completion certificate.

**Internet Live Class: Instructions:** An Internet Live class shall have live video and audio feeds of all participants that will allow real time visualization and communication among all Attendees. **Attendees** are required to be present on the Video and Audio connections **at least 10 minutes** before the class commences. **Attendees** are to Sign-In with both their First and Last Name (No Nicknames pls). **Attendees** must be present for the Full duration of the class including **Visual and Audio connections ON**. **Attendees** are asked to please **complete** the Electronic Class Survey. **Frozen Screens will not** be permitted. Hardwire internet connection best. WiFi make sure other users in household are limited. You will be muted during class. Use chat box for questions.

**Statement of policy for refund of registration fee**

There is no fee charged by MBBA-NH to the attendee to attend this course.  
No refund is required.

**Course cancellation policy and reasons why**

In case of cancellation, registrants will be contacted via email no less than 12 hours prior to the course. Reasons for cancellation may include impending bad weather, facility issues (water, electrical, fire, etc.), instructor absences, or natural disasters.

**Long range plans with respect to the course**

MBBA-NH plans to offer this financing course throughout the state at different local Real Estate Board locations.