



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:

This course is designed to help industry professionals deepen their knowledge of key areas within the home-loan process. It provides a comprehensive understanding of complex concepts to better support personalized client service and aligns with company goals.

Who Should Attend:

This course is recommended for employees with at least two years of industry experience who want to strengthen their understanding of advanced concepts impacting the mortgage industry. It is ideal for underwriters, advanced processors, loan officers, and processing managers. Completion of POMB I is not required to attend POMB II.

Virtual via Zoom link – all sessions start promptly at 9:00 am ending at Noon

Student Evaluation:

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

Cost:

\$399 full course MBBA-NH, MAMP, and VMBA member

\$599 full course non-member

\$ 75 individual module MBBA-NH, MAMP, and VMBA 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:

Register via link on website or send the enclosed registration form to Mortgage Bankers and Brokers Association of New Hampshire, Inc. (MBBA-NH), P.O. Box 2815, Concord, NH 03302 with a check or use your Preferred Corporate Partner benefits.

MBBA-NH Preferred Corporate Partner Benefits

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





Week 1—January 20, 2026

TAX RETURN ANALYSIS

Sandra Sweeney, National Trainer

MGIC

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.

Week 2 –January 27, 2026

APPRAISAL ANALYSIS “The Underwrite”

Jack Lavoie, Accurate Appraisal Services

Review of received appraisal for accuracy, etc. & review for investor acceptability. Update on process of managing appraisers and how to handle disputes.

Week 3 – February 3, 2026

ATR-QM

Mark Chalifour, CMP, Retired

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”.

Week 4– February 10, 2026

MORTGAGE INSURANCE (MI)

Kristen Davis, 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

Week 4 - Continued

CONDO REVIEWS

Orest Tomaselli / Mercedes Good

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.

Week 5– February 17, 2026

TITLE COMMITMENT & TRUST REVIEW

Gary Coffin, CMP, President, Stonemark Abstract
Overview of Trusts and what is and not acceptable for a residential transaction

NON-QM, HOW TO MANAGE THE RISKS

Evelyn Whelton, Residential Sales Manager, M&T Bank

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.

Week 6– February 24, 2026

SECONDARY MARKET OVERVIEW

Rob Derrickson, VP Residential Lending
Service Credit Union

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 January 13, 2026, and for individual modules, a week prior to the appropriate module.

COST

\$399 - Complete Course - MBBA-NH, MAMP, and VMBA members

\$599 - Complete Course - Non-Members

\$ 75 - Individual Classes - MBBA-NH, MAMP, and VMBA members

\$ 95 - Individual Classes - Non-Members

(Preferred Corporate Partners, complimentary registration)

Registration for the full six-week course.

Supervisor's name:

Organization:

Email:

Student Name:

Title: _____ Yrs. in Mtge. Banking: _

Student email:

Student Name:

Title: _____ Yrs. In Mtge. Banking: _



Student email:

Registration for individual modules. Please check module(s)

attending: 1 2 3 4 5 6

Supervisor's Name:

Organization: _____ Email: _____

Student Name:

Title: _____ Yrs. In Mtge. Banking: ____

Student email:

Pay by check enclosed in the amount of \$ _____.

Please make *check payable to MBBA-NH* and mail to

MBBA-NH,

P.O. Box 2815

Concord NH 03302-2815.

(603) 225-6111

Email: info@mbba-nh.org

Website: www.mbba-nh.org.