



Principles of Mortgage Banking I

COURSE HIGHLIGHTS

Program:

An eleven-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 strengthen existing knowledge for industry professionals or introduce students to the variety of topics and activities associated with mortgage banking in order to expand their understanding of a complex 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.

Who Should Attend:

Recommended for cross training employees or strengthening knowledge and understanding for all levels of experience in loan origination, compliance, post-closing, processing and underwriting residential mortgage loans.

Place:

Virtual via ZOOM.

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 suggested for the Certified Mortgage Professional (CMP) designation.

Calculator Required for all Modules

Cost:

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

\$599 full course as a non-member

\$ 75 individual module as a MBBA-NH, MAMP, and VMBA member

\$ 95 individual module as a non-member

Eleven-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 registration form to Mortgage Bankers and Brokers Association of New Hampshire (MBBA-NH), P.O. Box 2815, Concord, NH 03302 or email to info@mbba-nh.org pay by Check, MasterCard / Visa, AmEx or use your MBBA-NH PCP benefits.

MBBA-NH Preferred Corporate Partner Benefits:

Platinum: 4 complimentary registrations per year Gold: 3 complimentary registrations per year

Silver: 2 complimentary registrations per year Bronze: 1 complimentary registration per year.



Virtual via ZOOM

Prompt start 9:00am to 12:00pm

Module 1– September 15, 2026

COMPLETING THE LOAN APPLICATION

TRID & LOAN ESTIMATE / CLOSING
DISCLOSURE

Module 2-September 22, 2026

HISTORY OF THE MORTGAGE FINANCE
INDUSTRY

Module 3-September 29, 2026

UNDERSTANDING THE CREDIT REPORT
REVIEW OF PURCHASE AND SALES
AGREEMENT

Module 4–October 6, 2026 CHOOSING
THE APPROPRIATE MORTGAGE
PRODUCT

Module 5-October 13, 2026

Off Week – now combined with Module 6

Module 6-October 20, 2026

PROCESSING AND UNDERWRITING
MORTGAGE LOANS (PART II)

Module 7-October 27, 2026

APPRAISING THE COLLATERAL

Module 8-November 3, 2026

CLOSING THE REAL ESTATE LOAN
QC/FRAUD

Module 9-November 10, 2026

FEDERAL REGULATIONS

Module 10 – November 17, 2026

ETHICS IN MORTGAGE LENDING

UNDERSTANDING FLOOD
DETERMINATIONS AND INSURANCE

Module 11– November 24, 2026

FINAL EXAM



REGISTRATION FORM

Students register for the full ten-week course or for individual modules. Registration deadline (for full course) is September 8, 2026, and Thursday of week before the appropriate module for individual modules.

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 ten-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 7 8 9 10

Supervisor's Name: _____

Organization: _____ Email: _____

Student Name: _____

Title: _____ Yrs. In Mtg. Banking: _____

Student email: _____

Using Preferred Corporate Partner complimentary registration(s) _____

or 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 or pay online. Email any questions to info@mbba-nh.org