

# Introduction to Mortgage Lending Seminar

July 14<sup>th</sup> – 15<sup>th</sup>, 2009\*

League Training Room

## *Learn “Real-life” Real Estate Lending*

To successfully attract and retain your members’ mortgage business, you need to be able to demonstrate that your Credit Union is the better option – because you have the skills, the knowledge and the experience that produce a higher quality of customer service and faster turnaround times.

Introduction to Mortgage Lending is suitable for all levels of learners, whether you are new to the industry or an experienced professional in need of a refresher course. You can build your skill sets and practical experience by attending Introduction to Mortgage Lending.

This intensive two-and-a-half-day session was created for exclusive use by credit unions and can significantly enhance your ability to originate, process and underwrite first-mortgage loans to secondary market standards. It is a great opportunity for your employees to learn about the latest developments in the industry and train for a wide range of situations in real estate lending.

## Seminar Agenda

Day 1	Day 2
<p><u>Overview of the Mortgage Industry</u></p> <p>Mortgage Terminology The Secondary Market Roles and Responsibilities</p> <p><u>Originating/Processing Mortgages</u></p> <p>Review of the Uniform Residential Loan Application (Form 1003) Qualifying the Borrower Automated Underwriting</p> <p><u>Guidelines</u></p> <p>Income/Employment Assets Credit/Debit Appraisal</p>	<p><u>Self – Employed Borrower Overview</u></p> <p><u>Underwriting Mortgages</u></p> <p>The Mortgage Meltdown Underwriting Approaches DU 5.7 vs DU 7.0 Risk Factors Private Mortgage Insurance (PMI)</p> <p><u>Sales and Marketing Best Practices</u></p> <p>Branding Communication Skills Price/Product/Service Considerations Managing Yourself Marketing</p>

**Educational Investment:** \$299 per attendee. Cost includes lunch both days and conference materials. Lodging is not included with registration, but a room block will be held at Comfort Suites, 6535 Paramount Park DR, Louisville, KY 40213.

**Questions:** Contact Laura Parrish, Education Director, at 502-855-8209 or [lparrish@kycul.org](mailto:lparrish@kycul.org).

**Registration:** Please fill out the form below and mail to 3615 Newburg Road, Louisville, KY 40218, call 502-855-8201, or register online at [www.kycul.org](http://www.kycul.org).

**Registration Information:**

Attendee Name \_\_\_\_\_ Credit Union \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_



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