



Stay in the Running — With Training from CMG MI!

New — Secondary Market Training!

“Building Member Loyalty Through Mortgage Lending: Analyzing Secondary Market Solutions”

CMG MI’s newest training offering for Credit Union leadership teaches a strategic approach to mortgage lending. The 2-day course guides attendees to successful participation in the secondary market:

- Enhance Credit Union liquidity and make more mortgage loans
- Foster “Member for Life” relationships
- Manage assets and risk to generate non-interest income
- Establish your Credit Union as a Preferred Financial Institution

To learn more, visit www.cmgmi.com/secondarytraining.

As the market changes rapidly, it’s a struggle to keep up. Credit Union employees need a whole new set of mortgage lending skills to cope with the challenges of a market downturn.

CMG MI Can Coach You to Success

As the only mortgage insurance provider created to serve credit unions exclusively, CMG Mortgage Insurance Company (CMG MI) custom-builds our training to meet your needs:

- Convenient and flexible – training available in a variety of formats*
- Covers essential skills, techniques and tips for successful mortgage lending
- Step-by-step learning through practice and problem-solving

Choose Your Preferred Training Option:

Webinars

Learn right from your desktop! These real-time sessions require only a phone and an Internet connection. You can ask the instructor questions and network with other Credit Union staff while you learn. For details, topics and upcoming sessions, visit www.cmgmi.com/webinars.

Seminars

These live sessions with trainers are scheduled in selected regional cities throughout the year. To learn more about CMG MI Seminars, contact your CMG MI Account Executive.

Mortgage Lending Fundamentals

Intensive, multi-day course enhances the ability to originate, process and underwrite first-mortgage loans to secondary market standards. Ideal for those new to mortgage lending or others who need a refresher course. For more information and details on upcoming sessions, visit www.cmgmi.com/mortgagelendingfundamentals.

Homebuyer Education

Some Fannie Mae or Freddie Mac loan programs require that Members complete a homebuyer education course. Through our relationship with one of our parent companies, PMI Mortgage Insurance Co., CMG MI offers you and your Members complimentary access to PMI’s online homebuyer education course. Visit www.cmgmi.com/homebuyerred for more information.

With this kind of training support, you’ll do more than stay in the race — you’ll pull ahead of the pack. For more information on our training offerings or customizable training sessions, please visit www.cmgmi.com/training or contact your CMG MI Account Executive.

*Some of CMG MI’s training sessions are fee-based. Please contact your CMG MI Account Executive for more information.