

**Understanding loss mitigation is critical for credit unions in this environment.  
CMG Mortgage Insurance Company (CMG MI) can coach you  
through all the stages of loss mitigation.**

## Loss Mitigation 201 — PRESERVATION of Performing Loans

### The CMG MI Guide to Preserving Homeownership and Protecting Your Credit Union



#### **CMG MI Resources**

Visit [www.cmgmi.com/lossmit&claims](http://www.cmgmi.com/lossmit&claims)

#### **Claims Information**

[www.cmgmi.com/claims](http://www.cmgmi.com/claims)

#### **Delinquency and Claims Reference Manual**

[www.cmgmi.com/claimsmanual](http://www.cmgmi.com/claimsmanual)

#### **Loss Mitigation Information**

[www.cmgmi.com/lossmitigation](http://www.cmgmi.com/lossmitigation)

#### **CU HomeKeepers — Supporting HARP and HAMP**

[www.cmgmi.com/cuhomekeepers](http://www.cmgmi.com/cuhomekeepers)

#### **Refinance (HARP) Request Form - Same Servicer**

[www.cmgmi.com/refiform-same](http://www.cmgmi.com/refiform-same)

#### **Refinance (HARP) Request Form - New Servicer**

[www.cmgmi.com/refiform-new](http://www.cmgmi.com/refiform-new)

#### **Modification Request Form**

[www.cmgmi.com/loanmodform](http://www.cmgmi.com/loanmodform)

#### **Register for CMG MI's Loss Mitigation Seminar**

[www.cmgmi.com/lossmitwebinar](http://www.cmgmi.com/lossmitwebinar)



CMG Mortgage Insurance Company  
A Joint Venture between PMI Mortgage Insurance Co. and  
CUNA Mutual Insurance Society

[www.cmgmi.com/lossmit&claims](http://www.cmgmi.com/lossmit&claims)

The second step is to preserve loans that are current but may be running into trouble with the goal of keeping Members in their homes. CMG MI is ready to help with the loans we insure.

#### **Identify the Problem**

Does Your Credit Union Have ...

- ✓ Members in distress who are reaching out to you for help?
- ✓ Members who don't respond to your calls, letters or e-mails?

#### **At Your Credit Union, Take Immediate Action**

- ✓ Review Your Master Policy from CMG MI
  - Make sure you understand your loss mitigation obligations
- ✓ If you're not already set up on e-cmgmi at [www.e-cmgmi.com](http://www.e-cmgmi.com), now is the time!
  - Servicing staff should coordinate their access to CMG MI's online servicing system
  - Ask your CMG MI Account Executive for user ID and password
- ✓ Ensure all premiums for your certificate are current through e-cmgmi reports
  - Only mortgage loans with current mortgage insurance premium payments qualify for help
  - If coverage lapses, reinstatement of mortgage insurance is not guaranteed

#### **Explore Home Preservation Strategies with CMG MI**

- ✓ Set up your loan workout program to include:
  - **Reinstatement/repayment plan** – Stabilize Member and bring loan current
  - **Forbearance** – Suspend or reduce payment for a defined period, after which Member repays additional funds
  - **CU HomeKeepers** – CMG MI's loan modification and refinance program works with your portfolio loans as well as the government's HAMP and HARP initiatives. Visit [www.cmgmi.com/cuhomekeepers](http://www.cmgmi.com/cuhomekeepers) for more information.

#### **CMG MI Approves Most Loan Modifications and Refinances Submitted to Us!**

- ✓ If the Member cannot keep the home due to true hardship, then discuss alternatives to foreclosure with CMG MI:
  - Short Sale, Pre-Foreclosure Sale, or Deed-in-Lieu of Foreclosure
  - Approvals by investors and CMG MI necessary

Questions? Ask your CMG MI Account Executive for assistance in working with our Loss Mitigation specialists.