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 301 – MITIGATION for Delinquent Loans

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

CMG MI Resources
Visit www.cmgmi.com/lossmit&claims

Claims Information
www.cmgmi.com/claims

Delinquency and Claims Reference Manual
www.cmgmi.com/claimsmanual

Loss Mitigation Information
www.cmgmi.com/lossmitigation

CU HomeKeepers — Supporting HARP and HAMP
www.cmgmi.com/cuhomekeepers

Refinance (HARP) Request Form - Same Servicer
www.cmgmi.com/refiform-same

Refinance (HARP) Request Form - New Servicer
www.cmgmi.com/refiform-new

Modification Request Form
www.cmgmi.com/loanmodform

Foreclosure Prevention Advance
www.cmgmi.com/fpa

CUNA MUTUAL GROUP
CMG Mortgage Insurance Company

If you have Members with loans that are delinquent, the third step is to **mitigate** that loss before the process moves to foreclosure. At CMG MI, preserving homeownership is very important.

Identify the Problem

Does your Credit Union have …

- ✔ Members with good records who have run into sudden trouble – but could become current on their payments with some help?
- ✔ Members who are behind on their payments?
- ✔ Members who have asked you for help in meeting their payments?

These are **loss mitigation** issues. Successful loss mitigation on a CMG MI-insured loan benefits the Credit Union – which avoids incurring the loss and expense of a failed loan – and most of all the Member, who can stay in the home.

CMG MI's mortgage insurance coverage is about more than just protecting your Credit Union in the event of default. It means having our resources and expertise to call on when loans become delinquent.

Report the Delinquency

- ✔ Review your Master Policy from CMG MI – it explains how to report and update delinquencies
- ✔ At 45 days (second payment past due), report the delinquency
  - Monthly delinquency status updates are required
- ✔ Use **www.e-cmgmi.com** or a custom electronic interface for electronic reporting of delinquencies on CMG MI-insured loans
  - The Delinquency & Claims reporting function in e-cmgmi Servicing is available for Credit Unions to access
- ✔ Late reporting of delinquency may result in 30 days' interest penalty on the claim

Explore Home Preservation Strategies with CMG MI

- ✔ **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 program works with portfolio loans and the government's HAMP initiative for modifying a loan. Visit **www.cmgmi.com/cuhomekeepers** for more information.
  CMG MI Approves Most Loan Modifications Submitted to Us!
- ✔ If the Member cannot keep the home, 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.

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