

# School Yourself in the Secondary Market

***Everything You Thought You Knew Has Changed —  
So Register for CMG MI's Complimentary New Webinars!***

For session information,  
see reverse side of this flyer.

You can also contact your  
CMG MI Account Executive  
or visit

**[www.cmgmi.com/  
secondarytraining](http://www.cmgmi.com/secondarytraining)**  
for more information.

**The housing market has  
undergone radical  
changes** — and along  
with it, so has the  
secondary market.

Investors have new guidelines and new requirements. Whether your Credit Union is already involved in secondary marketing or still wondering how to get started, you'll need expert guidance on how to successfully adapt to the new landscape.

That's why CMG Mortgage Insurance Company has created our new Secondary Market Webinars – **complimentary** to Credit Union professionals.

Designed to meet the needs of Credit Union leaders seeking to maximize their secondary market opportunities, these hour-long sessions cover the essentials of successful secondary market execution.

### **Train for Secondary Market Success from your Desktop**

All you'll need is a phone connection and a computer, and each session begins at 11:00 am Pacific Time. You'll be able to ask the instructor questions and interact with your peers while learning about secondary market best practices, strategic planning and more!

It's Secondary Market training that's second to none. Don't miss out — register for our Webinars today. Visit **[www.cmgmi.com/secondarytraining](http://www.cmgmi.com/secondarytraining)** for schedules and details.



CMG MI's Secondary Market Webinars are led by Alan Bahr, our Director of Secondary Markets and National Accounts. Prior to joining CMG MI in 2007, Alan held a number of executive positions with leading Wall Street investment firms, including Salomon Brothers, Lehman Brothers and Drexel Burnham Lambert™, in both the United States and Japan. Most recently he worked for Fair Isaac, where he consulted to financial institutions on the use of advanced analytics.



**CMG Mortgage Insurance Company**  
A Joint Venture between PMI Mortgage Insurance Co. and  
CUNA Mutual Insurance Society  
**CMG MI. More Than MI.**



## Session Information

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Choose one or more of our complimentary sessions:

### ***Introduction to the Secondary Market***

For Credit Union lending officers who are either new to secondary marketing or would like a refresher course on alternative secondary marketing strategies. It covers:

- The definition of the secondary market
- Alternative secondary marketing strategies
- Types of secondary marketing contracts
- Basics of working with GSEs/FHA

### ***Mortgage Pricing Concepts***

For Credit Union lending managers, this session introduces key concepts that lead to improved pricing and reduced risk of poorly executed secondary mortgage sales. Topics covered include:

- Evaluation of the components of effective pricing
- Best practice standards

### ***Secondary Market for CFOs***

For Credit Union CFOs and financial analysts who wish to understand more clearly the relative risks and returns, as well as liquidity considerations, of a mortgage business. The session covers:

- Economics of secondary versus portfolio execution
- Risks of secondary versus portfolio execution
- Liquidity and risk management options

### ***Secondary Market for Lending Officers***

For Credit Union lending officers, this session examines key concepts for growing mortgage lending volume and anticipating future resource requirements of growth. Topics covered include:

- Secondary marketing as a product differentiating tool
- Alternative strategies and resource implications
- Risk management concepts

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