

## **2012 Mortgage Lending Fundamentals Agenda**

### Day 1 (9:00-4:00)

- Overview of the Mortgage Industry
  - The Perception Gap
  - Mortgage Terminology
  - The C's
  - The Secondary Market
  - Roles and Responsibilities
- Originating/Processing Mortgages
  - Review of the Uniform Residential Loan Application (Form 1003)
  - Pre-Qualifying the Borrower
  - Red Flags
- Guidelines (including red flags)
  - Income/Employment
  - Assets
  - Credit
- Creating Competitive Advantages

### Day 2 (9:00-4:00)

- Appraisal Overview (including red flags)
- Self-Employed Borrower Overview
  - Personal Tax Returns
  - Business Tax Returns
- Underwriting Mortgages
  - Defining Risk
  - Top 3 Risk Factors
  - Mental Shortcuts
  - Intuition, Cognition, and Strategic Defaults
- Winning Your Case
- 11 Keys to Thrive in this business