

2010 Mortgage Lending Fundamentals Agenda

Day 1 (9:00-4:00)

- Overview of the Mortgage Industry
 - Mortgage Terminology
 - The Secondary Market
 - Roles and Responsibilities
 - Automated Underwriting
- Originating/Processing Mortgages
 - Review of the Uniform Residential Loan Application (Form 1003)
 - Pre-Qualifying the Borrower
- Guidelines
 - Income/Employment
 - Assets
 - Credit
- Private Mortgage Insurance (PMI)

Day 2 (9:00-4:00)

- Appraisal Overview
 - Self-Employed Borrower Overview
 - Personal Tax Returns
 - Business Tax Returns
- Underwriting Mortgages
 - The C's
 - Underwriting Approaches
 - Risk Factors
 - Key Concepts in Assessing Risk
- Communicating Value
 - Competing in a Commodity Industry
 - What are you really selling?
 - Rising Above the Competition



CMG Mortgage Insurance Company

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

CMG MI. More Than MI.