



## CMG MI's Mortgage Lending Fundamentals

### Your Best Defense in a Challenging Marketplace! October 26-27 in Philadelphia, Pennsylvania

To successfully attract and retain your members' mortgage business, you need staff who can demonstrate that your Credit Union is the better option — because they have the skills, the knowledge and the experience that produce a higher quality of customer service and faster turnaround times.

#### Take Advantage of Volume Discounts!

This session costs **\$199** per person to attend, but only **\$150** per person if more than 1 person from the same credit union attend. To register for this session, please send the accompanying registration form, with your check or money order made out to CMG Mortgage Insurance Company, **by October 8th**, to:

**CMG Mortgage Insurance Company,**  
Attn: Paul Whitman,  
P.O. Box 7056  
San Francisco, CA 94120-7056

Phone: 615-330-3321  
[paul.whitman@cmgmi.com](mailto:paul.whitman@cmgmi.com)

*Please note: CMG MI reserves the right to cancel the session and refund your payment if necessary.*

#### Mortgage Lending Fundamentals Teaches "Real-Life" Real Estate Lending

Your employees can build their skill sets and practical experience by attending **Mortgage Lending Fundamentals**. This intensive two-day session, created by CMG Mortgage Insurance Company (CMG MI) for exclusive use by Credit Unions, can significantly enhance your staff's ability to originate, process and underwrite first-mortgage loans to secondary market standards.

**Mortgage Lending Fundamentals** is a great opportunity for your employees to learn about the latest developments in the industry and train for a wide range of situations in real estate lending.

#### For All Levels of Learners

Whether your employees are new to the industry, or experienced professionals in need of a refresher course, **Mortgage Lending Fundamentals** can help them achieve the next level. The course covers:

- Overview of the Mortgage Industry
- Originating/Processing Mortgages
- Appraisal Review
- Underwriting Mortgages
- Self-Employed Borrower Overview
- Sales and Marketing Best Practices

See the full agenda at [www.cmgmi.com/mlf](http://www.cmgmi.com/mlf)

Participants advance step-by-step through the real estate lending process to understand the challenges involved in qualifying Members, with time for discussion, case studies, skills coaching and more.

**Stay competitive** – through better performance, superior loan quality and more referrals. **CMG MI's Mortgage Lending Fundamentals can help drive your success.**

**When:** October 26-27, 2010

**Where:** Ukrainian Educational and Cultural Center  
700 Cedar Road, Jenkintown PA 19046

#### Hotel Info:

Courtyard Philadelphia Bensalem  
3327 Street Road, Bensalem, PA. 215-639-9100.

Sheraton Four Points Northeast  
9461 Roosevelt Blvd, Philadelphia, PA. 215-671-9600.



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

**REGISTRATION FORM**  
**Mortgage Lending Fundamentals**  
**October 26-27, 2010**  
**Philadelphia, PA**

Name of Attendee(s): \_\_\_\_\_ e-mail \_\_\_\_\_  
\_\_\_\_\_ e-mail \_\_\_\_\_  
\_\_\_\_\_ e-mail \_\_\_\_\_  
\_\_\_\_\_ e-mail \_\_\_\_\_

**Credit Union:** \_\_\_\_\_

The cost for this session is \$199 per person and \$150 per person if more than 1 person from the same credit union attend.

**Amount Enclosed:** \_\_\_\_\_

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