



Loan Production Workshop Agenda

24 HOUR PRE-REGISTRATION/LICENSURE (TIMES ARE APPROXIMATE)

Day One

Sect. 2	8:30 a.m. – 9:30 a.m.	CHAPTER 1 - INTRODUCTION TO MORTGAGE LENDING Review Agenda And Class Goals/Objective/Expectations Overview Of Mortgage Lending Broker/Lender Definitions/Relationships Role Of Fannie Mae And Freddie Mac
Sect. 2	9:30 a.m. – 10:30 a.m.	APPLICATION Overview Of The Mortgage Loan Flow – Application Through Servicing Review Of The Uniform Residential Loan Application Information Needed At Application
	10:30 a.m. – 10:45 a.m.	Break
Sect. 3	10:45 p.m. – 11:30 a.m.	Responsible Selling Ethical Standards In Mortgage Banking Developing Client Trust
Sect. 2	11:30 a.m. – 12:30 p.m.	CHAPTER 2 - ELIGIBILITY Calculating the Loan-to-Value Subordinate Financing Private Mortgage Insurance Adjustable Rate Mortgages FHA/VA Loans
	12:30 p.m. – 1:30 p.m.	LUNCH
Sect. 2	1:30 p.m. – 2:00 p.m.	CHAPTER 3 - AUTOMATED UNDERWRITING Introduction to Fannie Mae Desktop Underwriting (DU) and Freddie Mac Loan Prospector (LP) Terms and Feedback
	2:00 p.m. - 2:45 p.m.	CHAPTER 4 - INCOME ANALYSIS Calculating Stable Monthly Income Calculating Qualifying Ratios
	2:45 p.m. – 3:00 p.m.	Break
Sect. 1	3:00 p.m. – 5:30 p.m.	CHAPTER 5 - FAIR HOUSING LAWS Fair Housing Act Equal Credit Opportunity Act Interagency Policy Statement On Residential Lending CSBS/AARMR/NACCA Statement

An additional hour is added (5:30pm – 6:30 pm) for individuals seeking Ohio pre licensure education. Ohio SB 185 Education provided based on student need

Day Two

Sect. 2	8:30 a.m. – 9:30 a.m.	CHAPTER 6 - CREDIT ANALYSIS Understanding Credit Scores Types Of Credit Reports Credit Underwriting Guidelines Non Traditional Credit
Sect. 3	9:30 a.m. – 10:00 a.m.	Identity Theft Ethics In Handling Client Credit
	10:00 a.m. – 10:15 a.m.	Break
Sect. 2	11:15 a.m. – 12:30 p.m.	CHAPTER 7- GOOD FAITH ESTIMATE Definition And Types Of Fees Examine Points, Fees And Loan Originator Compensation Reading A Rate Sheet And Pricing Adjustments
Sect. 1	10:15 a.m. – 11:15 a.m.	Real Estate Settlement Procedures Act (Part 3500)
	12:30 p.m. – 1:30 p.m.	Lunch
Sect. 2	1:30 p.m. – 2:30 p.m.	CHAPTER 8 - FUNDS TO CLOSE Calculating Funds To Close Seller Contributions
Sect. 2	2:30 p.m. – 3:00 p.m.	CHAPTER 9 - CLOSING THE LOAN Title And Ownership Closing Documents
	3:00 p.m. – 3:15 p.m.	Break
Sect. 4	3:15 p.m. – 5:30 p.m.	CHAPTER 10- STATE OF MICHIGAN LAWS Mortgage Brokers, Lenders and Servicers Act <i>Michigan Consumer Mortgage Protection Act</i> <i>Mortgage Lending Practices Act</i>

An additional hour is added (5:30pm – 6:30pm) to cover State Specific Licensing Law Training For Indiana and Ohio as applicable to the student body; Additional instructor on site to handle break out session format if necessary

Day Three

Sect. 1	8:30 a.m. – 10:00 a.m.	CHAPTER 13- FEDERAL LAWS Federal Disclosures review Regulation X – Additional Disclosures Under RESPA Regulation Z – Truth-in-Lending
	10:00 a.m. – 10:15 a.m.	Break
	10:15 a.m. – 12:00 p.m.	Regulation Z Continued Right of Rescission Advertising National Flood Insurance Reform Act Home Mortgage Disclosure Act (HMDA)
	12:00 p.m. – 1:00 p.m.	Lunch
	1:00 p.m. – 2:45 p.m.	PMI Cancellation Graham/Leach/Bliley Act - Privacy Act US Patriot Act Telemarketing and Do Not Call
Sect. 2	1:45 p.m. – 2:15 p.m.	CHAPTER 11 - APPRAISALS Basics Of Appraisal Requirements In Mortgage Lending
	2:15 p.m. – 2:30 p.m.	Break
Sect. 4	2:30 p.m. – 3:15 p.m.	Appraisal Coercion and Fraud
Sect. 3	3:15 p.m. – 5:30 p.m.	CHAPTER 12 - FRAUD Fraud Prevention, Detection and Resolution Types Of Fraud Fraud Schemes Red Flags In Mortgage Loans