



LOAN OFFICER UNIVERSITY
LOAN ESSENTIALS FOR PROCESSORS, LOAN OFFICERS,
BRANCH MANAGERS, CLOSERS
Sponsored by Genworth Mortgage Insurance



Tuesday & Wednesday, April 2 & 3, 2019
Registration: 8:30 AM / Program: 9:00 AM – 4:00 PM (lunch is provided)
ITBD Building, 185 Main Street, New Britain, CT 06051(Park in Bank Street Garage)

Back by popular demand, MaryKay Scully from Genworth Financial provides a comprehensive training program (conventional loans) for your origination staff. Attend this session and learn:

Complete Overview of Mortgage Lending and Conventional Loans including:

- Understanding mortgage industry lingo
- Identify different types of mortgage lenders, investors & departments
- Understand and explain different loan types and programs
- Thoroughly and accurately complete a loan application
- Calculate mortgage payments, assets and income
- Read and understand credit reports and credit scores
- Understanding the nuances of DU and LP
- Reviewing documentation for accuracy and acceptability
- Increase borrower satisfaction
- Enhanced awareness of compliance and fraud issues

Stephen Robert, Owner, Bedrock Credit

- The difference between credit scores and FICO credit scores
- What makes up a FICO credit score and how to deal with negative information on credit report

Who should attend?

- Originators • Processors
- Staff needing cross-training or a refresher course • New hires into mortgage lending!

Cost: \$295 CMBA Members / \$395 non-members

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Names: _____ E-Mail: _____

Firm: _____ Phone: _____

Address: _____

City: _____ State: _____ Zip: _____

Amount of payment \$ _____ Enclosed or charge to Mastercard Visa or AMEX

Account No.: _____ Exp: _____ SVC _____

Signature: _____

CMBA,
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