



The New Mortgage Business

A Two-part Webinar Series • June 7 and June 14, 1:30 - 3:30 p.m.

The changes in this segment of banking are profound. Participate in this webinar to improve your mortgage lending operations and learn about the Homeowner Affordability and Stability Plan.

This is not your father's Mortgage Market. The changes in this segment of banking are profound. From appraisal valuations to underwriting to secondary markets to private mortgage insurance; the Sub-prime and Jumbo markets are in flux with constantly changing rules. Today's mortgage market has been buffeted by many ill winds: foreclosures, dropping values, exotic mortgage products, and collapsed sales markets. The Federal Government's response to this crisis, the Homeowner Affordability and Stability Plan, will have a major impact. These programs are designed to boost the economy and assist 7-9 million homeowners. The major goals of these initiatives are:

- To reduce monthly payments even without sufficient value
- A modification program to reduce foreclosures

Part 1 - June 7, 1:30-3:30 pm

- Industry Trends
- Taking a High Quality Loan Application
- The Secondary Mortgage Market
- PMI
- Appraisal Review
- Acceptable Compensating Factors
- Home Affordable Refinance Program

Part 2 - June 14, 1:30-3:30 pm

- Loan Processing
- Underwriting Guidelines (Fannie Mae)
 - o Conventional
 - o FHA
- Residential Credit Reports
 - o Automated Underwriting
 - o Credit Scoring
 - o Validating
- Originations
- Home Affordable Modification program to prevent foreclosures

Presenter

David Kemp is President of Bankers Management, Inc. (BMI). Prior to forming BMI, David served as VP/Director of Credit Services for Cannon Financial Institute where he trained bankers nationwide. He also delivered training programs for banking associations and financial institutions. Before joining Cannon, David was VP/Corporate Finance with Citicorp North America.

Audience

This seminar focuses on consumer real estate lending. All personnel with a role in the real estate lending process, including mortgage loan officers, branch managers, loan processors, loan and review personnel, should attend.

Applied: 2.5 hours/session CLBB with the Institute of Certified Bankers

What is a Webinar?

A webinar is an enhanced telephone seminar. The audio portion of the program is delivered by speaker phone. You may also view a corresponding PowerPoint presentation using a PC. No special hardware is needed. You may still participate by phone only. The program consists of 90 minutes instruction and 30 minutes live Q&A. Each webinar registration provides 1 connection to the live webinar, written materials and access to the Webinar Archive for 30 days following the broadcast. You may have unlimited listeners on your connection by speaker phone and PC. You will receive a PIN, written materials and instructions prior to the seminar. If you do not receive a confirmation at least 2 days prior to the event call 888-262-7701.

What is a Webinar Archive?

A Webinar Archive is a live webinar that has been recorded and then streamed to your computer to watch at your convenience. The program can be viewed any time 24/7. You can watch a portion of the program, come back and pick up where you left off! You may also review the program at will if you need a refresher. Anyone at your branch may access the program from a computer using the login and password. When you purchase a webinar archive, you have unlimited access to the program for six months from the date of purchase.

Transmission, retransmission or republishing of the audio portion of the seminar is prohibited. Your registration entitles you to 1 connection at 1 location with permission to copy materials for participants. Complete one registration per location.

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CE Applied: 2.5 hours CLBB/session **Code: SW2-1020**

Check all appropriate boxes Part 1- June 7, 2010

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|---------------------------------|--------------------------------|-----------|--------------------------------|
| Webinar/materials (live hookup) | <input type="checkbox"/> \$225 | Nonmember | <input type="checkbox"/> \$275 |
| Archive/materials* | <input type="checkbox"/> \$245 | Nonmember | <input type="checkbox"/> \$295 |

Check all appropriate boxes Part 2 - June 14, 2010

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|---------------------------------|--------------------------------|-----------|--------------------------------|
| Webinar/materials (live hookup) | <input type="checkbox"/> \$225 | Nonmember | <input type="checkbox"/> \$275 |
| Archive/materials* | <input type="checkbox"/> \$245 | Nonmember | <input type="checkbox"/> \$295 |

Name/Title _____

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Three Ways to Register:

Online: Visit iowabankers.com (Calendar of Events)
 Phone: Call 888-262-7701 with credit card information
 Mail: Bankers Ed, 5700 S. Mopac, #C310, Austin, TX 78749

Late Registration: Please register online when registering 2 days prior to the event (credit cards & e-Checks accepted). Call 888-262-7701 for help.

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