



LOAN OFFICER UNIVERSITY

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

Thursday and Friday, May 11 & 12, 2017

Registration: 8:30 AM / Program: 9:00 AM – 4:00 PM (morning coffee & lunch is provided both days)

Location: Courtyard Westbury, 1800 Privado Road - Westbury - NY

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

Who should attend?

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

Cost: \$195 ESMBA Members / \$295 Non-Members

Limited Seating /Must Pre-Register on or before May 5th

Sponsorship Opportunities:

Vendor Sponsor \$500.00 (includes: tabletop, 5-minute speaking opportunity, logo display on email blasts, website & on-site signage)

Logo Sponsor \$250.00 (includes: logo display on website, email blasts & on-site signage)

Registration: Credit Cards excepted on-line only at www.esmba.org | **Check Payment:** payable to ESMBA & Mail with completed registration form to 501 E. Boston Post Rd., Suite 6, Mamaroneck NY 10543 (*photo copy form for each registrant*)

Name: _____ E-Mail: _____

Firm: _____ Phone: _____

Address: _____

City: _____ State: _____ Zip: _____

Amount of payment \$ _____

Event Policy: no refunds or credit due to cancellation or no shows. Thank you!

Empire State Mortgage Bankers Association

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Website: WWW.ESMBA.ORG