

# Principles of Mortgage Banking II

## COURSE HIGHLIGHTS

### Program:

A six week advanced course, held one morning a week, featuring discussions and lectures by experienced professionals in the residential mortgage banking field.

### Purpose:

To build on the technical skills gained through Principles of Mortgage Banking I. This course is designed to help the industry professional increase their knowledge at a comprehensive level in targeted areas of the home loan process in an effort to provide a broader industry understanding that support personalized services to clients and company goals.

### Who Should Attend:

Recommended for employees with at least 2 years on industry experience and for those looking to strengthen their knowledge and understanding of the more complicated concepts impacting the industry. Recommended for underwriters, advanced processors, loan officers and process managers.

### Classroom and Virtual WEBEX Meeting

New Hampshire Housing, 32 Constitution Drive (East Wing Meeting Area), Bedford, New Hampshire. Directions to East Entrance: Once in the parking lot, take an immediate right, versus a left to reach the main entrance. Plenty of parking is available. You will see a doorway at the end of a short, slightly wooded paved sidewalk.

### Student Evaluation:

Principles of Mortgage Banking II is a certificate program, completion is not a requirement for CMP application but recommended for your knowledge.

### Cost:

\$399 full course MBBA-NH member  
\$599 full course non-member  
\$ 75 individual module MBBA-NH member  
\$ 95 individual module non-member

**Refund policy:** We will refund 50 percent of the cost, after the completion of module one. There will be no refund, after that time.

### Registration:

Please send the enclosed registration form to Mortgage Bankers and Brokers Association of New Hampshire, Inc. (MBBA-NH), P.O. Box 2815, Concord, NH 03302-2815. You can register online at [www.mbba-nh.org](http://www.mbba-nh.org) and pay by MasterCard / Visa or use your PCP benefits.

## 8:45 to 9:00am registration & networking Prompt start 9:00am to 12 noon

### Week 1—January 24, 2023

- **ATR-QM**  
**Mark Chalifour, CMP, VP Residential Mortgage Operations, Northway Bank**  
An in-depth view of Appendix Q and underwriting a loan for Ability to Repay rules including how to manually underwrite a credit report. Then a review of what makes a mortgage "qualified".

### Week 2 –January 31, 2023

- **TAX RETURN ANALYSIS**  
**Susan Walsh, National Trainer, Radian MI**  
FNMA 1084 Cash Flow Analysis, 1065 (Partnership), 1120S (S-Corp), 1120 (Corporate), Business Liquidity. Learn how to review a personal tax return and all its schedules to calculate income early in the process, setting your borrowers up for success.

### Week 3 – February 7, 2023

- **APPRAISAL ANALYSIS "The Underwrite"**  
**Gwen Timbas, Staff Review Appraiser/Appraisal Manager, HarborOne Mortgage**  
Review of received appraisal for accuracy, etc. & review for investor acceptability. Update on process of managing appraisers and how to handle disputes.

### Week 4– February 14, 2023

- **MORTGAGE INSURANCE (MI)**  
**Annmari Kiley, Account Manager, Essent Guaranty**  
How MI works to protect the lender when there is a claim with examples. MI Choices & Calculating MI, using real case studies, Advantages of using MI, Cancellation of MI
- **CONDO REVIEWS**

Gain an in-depth understanding of what investors are looking for in the process of the condo review. What red flags should you look for and why are they red flags? When reviewing condo certifications for your company, what documents are critical to be reviewed and why?

### Week 5– February 21, 2023

- **TITLE COMMITMENT & TRUST REVIEW**  
**Gary Coffin, CMP, President, Stonemark Abstract**  
Overview of Trusts and what is and is not acceptable for a residential transaction

## Week 5– CONTINUED February 21, 2023 NON-QM, HOW TO MANAGE THE RISK

The real challenge how to address the credit policy & manage foreclosure risk of subprime, deep subprime, or bank statement stated income loans, and a combination of those two. Understanding how QRM will impact a business is important – it could force some out of the industry or it may increase capital needs, causing stress on the overall cash flow of a business.

### Week 6– February 28, 2023

**SECONDARY MARKET OVERVIEW**  
**Andrew Pfeifer, VP Secondary Markets, HarborOne Mortgage**  
What is the "secondary market"? How does it work? Learn about mortgage backed securities, selling loans one by one and the nuances of service retained verses service released.

## REGISTRATION FORM

Students register for the full course or for individual modules. **Registration deadline (for full course) is Wednesday January 30, 2015, and for individual modules, a week prior to the appropriate module.**

### COST

\$399 - Full Course - MBBA-NH Members  
\$599 - Full Course - Non-Members  
\$ 75 - Individual modules- MBBA-NH Members  
\$ 95 - Individual modules - Non-Members

Supervisor's name: \_\_\_\_\_  
Organization: \_\_\_\_\_  
Email: \_\_\_\_\_ Phone: \_\_\_\_\_

### A. Registration for the full course.

Student's Name: \_\_\_\_\_  
Title: \_\_\_\_\_ Yrs. in Mtge. Banking: \_\_\_\_\_  
Student's email: \_\_\_\_\_

Student's Name \_\_\_\_\_  
Title: \_\_\_\_\_ Yrs. In Mtge. Banking: \_\_\_\_\_  
Student's email: \_\_\_\_\_

### B. Registration for individual modules. Please check module(s) attending: 1 \_\_\_ 2 \_\_\_ 3 \_\_\_ 4 \_\_\_ 5 \_\_\_ 6 \_\_\_

Student's Name \_\_\_\_\_  
Title: \_\_\_\_\_ Yrs. In Mtge. Banking: \_\_\_\_\_  
Student's email: \_\_\_\_\_

Student's name: \_\_\_\_\_  
Title: \_\_\_\_\_ Yrs. In Mtge. Banking: \_\_\_\_\_  
Student's email: \_\_\_\_\_

Pay by check enclosed in the amount of \$ \_\_\_\_\_ or register and pay by MasterCard or VISA on MBBA-NH website. Please make *check payable to MBBA-NH* and return to MBBA-NH, P.O. Box 2815, Concord NH 03302-2815. (603) 225-6111