



**LOAN ESSENTIALS FOR PROCESSORS, LOAN OFFICERS,
BRANCH MANAGERS, CLOSERS**

**TUESDAY & WEDNESDAY,
MARCH 14 & 15, 2023**

**REGISTRATION & CONTINENTAL BREAKFAST: 8:30 AM / PROGRAM: 9:00 AM – 4:00 PM
(LUNCH IS PROVIDED)**

**DOUBLE TREE HOTEL BY HILTON
42 CENTURY DRIVE, BRISTOL CT**

COST: \$295 CMBA MEMBERS / \$395 NON-MEMBERS

Back by popular demand, MaryKay Scully from Enact MI 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!

**LO BOOTCAMP
MARCH 14 & 15, 2023**

NUMBER OF ATTENDEES _____

NAMES _____

NAMES _____

COMPANY _____

ADDRESS _____

PHONE _____ **EMAIL** _____

FOR CREDIT CARD PAYMENT, PLEASE COMPLETE THE FOLLOWING - CIRCLE ONE:

AMEX

M/C

VISA

CARD # _____ **EXP. DATE** _____ **SVC** _____

AMOUNT _____

NAME ON CARD

BILLING

ADDRESS _____

SIGNATURE _____

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