



# Mortgage University 2017

Date: July 12<sup>th</sup>-13<sup>th</sup> (8:30am-4:30pm, both days)

Location: Richland Country Club

[www.richlandcc.com](http://www.richlandcc.com)

Cost: \$ 50 NMBA Members  
\$100 Non-NMBA Members

(Lunch on both days included in the registration)

Genworth's **Mortgage University** is a 2-day, intense overview of the mortgage loan process. It's designed to jumpstart the careers of your newer, or younger, LO's, Processors or Underwriters. **Mortgage University** will take attendees through a deeper understanding of both the "what" and "why" aspects of mortgage lending. Topics covered will included, but not be limited to....

- Understanding mortgage industry lingo
- Identify different types of mortgage lenders, investors and 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
- Review documentation for accuracy and acceptability
- Increase borrower satisfaction
- Enhance awareness of compliance and fraud issues

To register for **Mortgage University**, visit the NMBA website at [www.nashvillemba.org](http://www.nashvillemba.org)

