

20 Hour Mortgage Loan Originator SAFE Comprehensive

Course Number: 1013 Provider ID: 1400024

Day 1 Agenda

(1.0 hour)	<p>Session 1 - Part I:</p> <p>Mortgage Lending History and Perspective</p> <ul style="list-style-type: none"> • History of Mortgage Finance • Mortgage Lending in the Global Economy • The Mortgage Cycle <p>Session activities include knowledge checks and discussion questions.</p>
(1.0 hour)	<p>Session 1 - Part II:</p> <p>Mortgage Lending History and Perspective</p> <ul style="list-style-type: none"> • The Players, Documentation and Terms <ul style="list-style-type: none"> ○ Agencies ○ Mortgage Types ○ Terms and Conditions ○ Mortgage Documents ○ Mortgage Qualification Terms ○ Other Common Terms <p>Session activities include knowledge checks and discussion questions.</p>
(1.5 hours)	<p>Session 2:</p> <p>Ethics in Mortgage Lending</p> <ul style="list-style-type: none"> • Key definitions • Introduction to business ethics • Ethical behavior • Civil and criminal liability • Code of Ethics • Code of Conduct <p>Session activities include knowledge checks, discussion questions and scenarios.</p>

Day 1 Agenda - continued...

(1.0 hour)	<p>Session 3 - Part I:</p> <p>Mortgage Law</p> <ul style="list-style-type: none"> • Property and Ownership Rights • Mortgagor and Mortgagee Rights and obligations • Closing, Title and Recording • Mortgages, Deed of Trust and Notes <p>Session activities include knowledge checks and discussion questions.</p>
(1.0 hour)	<p>Session 3 - Part II:</p> <p>Mortgage Law</p> <ul style="list-style-type: none"> • Mortgage Related Laws <ul style="list-style-type: none"> ○ RESPA ○ TILA <p>Session activities include knowledge checks, discussion questions and practice exercises.</p>
(1.0 hour)	<p>Session 3 - Part III:</p> <p>Mortgage Law</p> <ul style="list-style-type: none"> • Other Laws and Regulations <ul style="list-style-type: none"> ○ ECOA ○ HMDA <p>Session activities include knowledge checks and discussion questions.</p>
(1.0 hour)	<p>Session 3 - Part IV:</p> <p>Mortgage Law</p> <ul style="list-style-type: none"> • Other Laws and Regulations <ul style="list-style-type: none"> ○ S.A.F.E. Act ○ Fair Credit Reporting Act ○ Fair and Accurate Credit Transitions Act <p>Session activities include knowledge checks and discussion questions.</p>
7.5 total hours	Day 1 Content

Day 2 Agenda

(1.0 hour)	<p>Session 4 - Part I:</p> <p>Mortgage Loan Products</p> <ul style="list-style-type: none"> • Conventional Mortgage Lending <ul style="list-style-type: none"> ○ Defining conventional lending ○ Conventional loan products ○ Status of conventional lending ○ Common conventional program features <p>Session activities include knowledge checks, discussion questions and practice exercises.</p>
(1.0 hour)	<p>Session 4 - Part II:</p> <p>Mortgage Loan Products</p> <ul style="list-style-type: none"> • FHA Mortgage Lending <ul style="list-style-type: none"> ○ FHA Basics ○ FHA Loan Products <p>Session activities include knowledge checks, discussion questions and practice exercises.</p>
(1.0 hour)	<p>Session 4 - Part III:</p> <p>Mortgage Loan Products</p> <ul style="list-style-type: none"> • FHA Mortgage Lending <ul style="list-style-type: none"> ○ FHA Required Disclosures ○ FHA Technology ○ FHA Maximum Loan Amounts ○ Mortgage Insurance Premiums <p>Session activities include knowledge checks, discussion questions and practice exercises.</p>
(1.0 hour)	<p>Session 4 - Part IV:</p> <p>Mortgage Loan Products</p> <ul style="list-style-type: none"> • Reverse Mortgage Lending <ul style="list-style-type: none"> ○ The Reverse Mortgage Product ○ Structure of a Reverse Mortgage Product ○ Borrower Eligibility ○ Originator Responsibilities ○ Counseling Requirements <p>Session activities include knowledge checks, discussion questions and practice exercises.</p>

Day 2 Agenda - continued...

(1.0 hour)	<p>Session 4 - Part V:</p> <p>Mortgage Loan Products</p> <ul style="list-style-type: none"> • VA Mortgage Lending <ul style="list-style-type: none"> ○ VA Mortgage Basics ○ VA Mortgage Disclosures ○ VA Loan Programs ○ VA loan limits and allowable seller concessions ○ Eligible property types ○ VA Loan Calculations <p>Session activities include knowledge checks, discussion questions and practice exercises.</p>
(1.0 hour)	<p>Session 4 Part VI:</p> <p>Mortgage Loan Products</p> <ul style="list-style-type: none"> • RHDA Mortgage Lending <ul style="list-style-type: none"> ○ Guaranteed Rural Housing (GRH) <ul style="list-style-type: none"> • Basics • Approval Process • Eligibility • Regulatory and Quality Control • GRH Automated Underwriting System ○ Related Resources <p>Session activities include knowledge checks, discussion questions and practice exercises.</p>
(1.0 hour)	<p>Session 5:</p> <p>Mortgage Origination Best Practices</p> <ul style="list-style-type: none"> • The Originator Process <ul style="list-style-type: none"> ○ The Mortgage Originator ○ Referral Sources ○ The Application ○ Pre-qualification Basics <p>Session activities include knowledge checks, discussion questions and brain storming sessions.</p>
(0.5 hour)	<p>Session 6:</p> <p>Marketing Mortgages – Ethical Practices</p> <ul style="list-style-type: none"> • Laws Governing Marketing Activities <ul style="list-style-type: none"> ○ RESPA ○ TILA ○ Do Not Call Registry <p>Session activities include knowledge checks, discussion questions and brain storming sessions.</p>
7.5 total hours	Day 2 Content

Day 3 Agenda

<p>(1.0 hour)</p>	<p>Session 7:</p> <p>Fair Lending</p> <ul style="list-style-type: none"> • Regulations • Laws • Liability • Prohibited Practices • Lender Responsibilities <p>Session activities include knowledge checks, discussion questions and scenarios.</p>
<p>(1.0 hour)</p>	<p>Session 8:</p> <p>Processing and Closing</p> <ul style="list-style-type: none"> • Processing Workflow and Functions • Verifications • Effective Processing • The Closing Process <p>Session activities include knowledge checks and discussion questions.</p>
<p>(1.0 hour)</p>	<p>Session 9:</p> <p>Mortgage Underwriting – Analyzing Risk</p> <ul style="list-style-type: none"> • Underwriting Basics • Credit Scoring • Risk-Based Underwriting <p>Session activities include knowledge checks, discussion questions and practice exercises.</p>
<p>(1.0 hour)</p>	<p>Session 10:</p> <p>Secondary Marketing</p> <ul style="list-style-type: none"> • Secondary Market • Balancing Investor and Borrower Needs • Secondary Marketing • Pricing and Best Execution • Financial Intermediaries • Secondary Marketing Risks • Shipping and Delivery <p>Session activities include knowledge checks and discussion questions.</p>

Day 3 Agenda - continued...

<p>(1.0 hour)</p>	<p>Session 11:</p> <p>Mortgage Fraud- Overview, History, Perspective</p> <ul style="list-style-type: none"> • Definition of Mortgage Fraud • Identity Theft • Types of Mortgage Fraud • Sources of Mortgage Fraud • Mortgage Fraud Prevention <p>Session activities include knowledge checks, discussion questions and practice exercises.</p>
<p>5.0 total hours</p>	<p>Day 3 Content</p>