

# THE REVERSE MORTGAGE PRACTICAL GUIDE

## MORTGAGEMENTOR™

Estimates from the U.S. Census Bureau indicate that over 15,000,000 people will become eligible for reverse mortgages over the next few years.

Now *that's* an emerging market.

Can you afford to *not* know everything about reverse mortgage lending?

Introducing  
The MortgageMentor

## Reverse Mortgage Practical Guide

Brought to you by AllRegs®  
Co-authored by Financial Freedom  
and Weiner, Brodsky, Sidman & Kider.



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# THE REVERSE MORTGAGE PRACTICAL GUIDE

Estimates from the U.S. Census Bureau indicate that over 15,000,000 people will become eligible for reverse mortgages over the next few years. A "reverse mortgage" is a loan secured by the value of the consumer's home that is never required to be repaid until the consumer sells the home moves out of the home, or dies. With a reverse mortgage, homeowners turn the value of (their equity in) the home into cash without having to move or repay a loan each month.

To best serve this customer base, it is vital for lenders to be educated on the nuances and application of this unique and important financial option for senior homeowners. To that end, AllRegs, in conjunction with Financial Freedom and Weiner Brodsky Sidman Kider, PC, announce the availability of the MortgageMentor™ Reverse Mortgage Practical Guide.

The latest in a series of online instructional manuals exclusively offered by AllRegs Academy, the Reverse Mortgage Practical Guide is the ultimate step-by-step online guide for reverse mortgages. This plainly written resource has been prepared to provide loan originators, servicers and investors with information about the reverse mortgage lending business and the laws and regulations that affect and help shape it, and about reverse mortgage loan features, programs and program requirements. Written by industry experts, the information provided through the Reverse Mortgage Practical Guide is keyed and linked to additional, supplemental information available through AllRegs.

*The Reverse Mortgage Practical Guide is written by Financial Freedom Senior Funding Corporation, Inc. (Jim Mahoney, Michelle Minier, Tara Ballman, Joel Schiffman) and Weiner Brodsky Sidman Kider, PC (James A. Brodsky, James M. Milano, Heather C. Hutchings). ©2007*

## Contents Include:

- The Law and Regulation of Reverse Mortgage Lending
- General Program Criteria
- Refinance Transactions
- Application Requirements
- Processing a Reverse Mortgage Loan
- Underwriting a Reverse Mortgage
- Closing the Loan
- Servicing Reverse Mortgage Loans
- Insuring HECM Loans
- Assignments of Loan to HUD
- Reverse Mortgage Forms
- Glossary

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## Basics of Reverse Mortgages: Should you be in this business?

April 4, 2007

3:00 p.m. – 4:30 p.m. ET



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