



# October 2018 Training Calendar

Mon	Tue	Wed	Thu	Fri
1 <a href="#">Applications in Motion (AIM) 11am</a> <a href="#">1x Close Construction to Perm 1pm</a>	2 <a href="#">Low Down Loans 11am</a> <a href="#">Mobile Motion 2pm</a>	3 <a href="#">Motion 11am</a> <a href="#">Taking a 1003 1pm</a>	4	5
8 Columbus Day Holiday	9 <a href="#">Home Ready 1pm</a>	10	11 <a href="#">Selling to Millennials 2pm</a>	12 <a href="#">Self Employed Personal Tax Returns 11:30am</a>
15 <a href="#">Motion 11am</a> <a href="#">Tax Returns Schedule C 1pm</a>	16 <a href="#">Contract Processing 11am</a> <a href="#">Fraud/Red Flags in Loan Files 1pm</a>	17 <a href="#">What's New at Crescent! 11am</a>	18 <a href="#">Selling in a Rising Rate Environment 1pm</a> <a href="#">Applications in Motion (AIM) 2pm</a>	19 <a href="#">1x Close Construction to Perm 11am</a> <a href="#">FHA Sponsored Origination (SO) 2 pm</a>
22 <a href="#">Low Down Loans 11am</a> <a href="#">Tax Returns Schedule E 1pm</a>	23 <a href="#">Generate Initial Disclosures &amp; ESign in Motion 11am</a> <a href="#">Calculating Income 1pm</a>	24 <a href="#">Asset Review 1pm</a> <a href="#">Fraud/Red Flags in Loan Files 3pm</a>	25 <a href="#">Motion 2pm</a> <a href="#">Mobile Motion 3pm</a>	26 <a href="#">Applications in Motion (AIM) 12pm</a> <a href="#">Loan Product Advisor (LPA) 2pm</a>
29 <a href="#">Contract Processing 1pm</a> <a href="#">1x Close Construction to Perm 3pm</a>	30 <a href="#">Motion 11am</a>	31 <a href="#">Applications in Motion (AIM) 1pm</a>		

**NOTE: All webinars are in Eastern Time (Central -1hr, Mountain -2hr, Pacific -3hr)**  
*Internet Connection and speakers or phone dial in required for webinars. All of these classes are FREE!*  
*If you do not see a class on this month's calendar look for it again soon!!*



**AIM- Applications in Motion/Digital Lending** (1 hour) Join us for a demo of how we can design, with your logo, a website that will allow your borrowers to complete a quick app online that will allow you to pull credit without triggering the application for purposes of TRID. FinTech made easy for you and FREE!

**Adjustable Rate Mortgages (ARM's)** (1 hour) This course reviews the characteristics and components of ARM's. We will review the common features and adjustment periods of ARM's and the current index's used in today's market. A course exercise will test the participants' understanding of FIAR, adjustments and calculating the qualifying rate to determine the borrower's DTI

**Appraisal Review** (1 hour) Learn how to read and correctly interpret the appraisal and spot red flags within each section of the form. Course includes a walk-through of each section of the 1004. Form 1004 instruction includes Uniform Dataset (UAD) coding and definitions, as well as a review of the Market Conditions Addendum (1004MC). The participant will review case scenarios to ensure application of knowledge.

**Asset Review** (1 hour) This 60 min session is all about evaluating the less common assets that can be used to obtain funds for closing. We'll primarily focus on documenting assets that are converted to cash: either by selling an asset or taking a loan against it.

**Avoiding Common Underwriting Errors** (1 hour) The best way to avoid making the most common underwriting errors is to know what they are. This session will provide you with that information. It includes feedback from many sources, including seasoned underwriters and file reviewers

**Calculating Income** (1 hour) This session contains information about non self employed borrowers. We'll focus on documentation requirements; explain when the income can and can't be used for qualification and how to calculate it.

**Calculating Military Income** (1 hour) Understand the different types of income and the Leave and Earning Statement (LES).

**Contract Processing** (45 minutes) Need to focus more on originating loans and let us process your loans? We can process all your files or only certain ones- it's up to you. This session will discuss how to submit a loan to Contract Processing within Crescent's new system MOTION.

**Credit Reports & Scoring** (1 hour) This module will look at credit scoring from the lender's perspective and examine some of the most common misconceptions surrounding credit scoring. The course is designed for the participant to gain understanding on how a borrower's credit affects lending decisions, learn what factors are evaluated in credit scoring, and learn how these factors are displayed on a borrower's credit report. This session also includes a discussion on the future of credit reporting

**FHA Processing & Updates** (1½ hours) Join us as we discuss FHA lending. Topics of discussion will include Origination, Processing, File Submission, Forms, recent Mortgagee Letters and FHA's Lender Approval.

**FHA Sponsored Originator** (30 min) Review of FHA's requirements on how to originate and close loans as a Sponsored Originator. We will discuss terms of business and file flow including compliance with MDIA, RESPA & Appraisal Independence.

**Fraud/Red Flags in Loan Files** (1 hour) Learn to recognize the red flags during the mortgage process that can lead to fraud within the loan file.

**Generate Initial Disclosures & E-Sign** (45 minutes) If you use using Motion as your LOS or would like to use Motion to generate your initial disclosures then join us as we take a look at the Loan Estimate and how to generate your initial disclosures.

**HomeReady** (1 hour) Learn the basics of Fannie Mae's new HomeReady™ product. We will cover key dates and features, Income eligibility, guidelines and pricing for this new innovative product. Also, learn the benefits of the reduced MI coverage requirements for HomeReady™. Finally, learn how to show your real estate partners how to grow their market with new resources and tools

**Interpreting DU Findings** (1 hour) In this course, we'll review the DU findings report and learn how to document files. We'll also review helpful tools that are available. NOTE: This is not a session on data entry.

**Intro to Mortgage Lending** (1½ hours) Are you new to Secondary Market lending? Do you need to know the basics of the loan application, loan programs, compliance, processing and more? Join us for an Introduction to Secondary Market Mortgage Lending!

**K-1 Workshop** (1 hour) Calculating income for Self-Employed Borrowers is an ongoing challenge. Essent Essentials K-1 Workshop is designed to shed light on the perplexities of income analysis for Partnerships and S-Corps. Using real world examples, participants will learn how to apply FNMA and FHLMC guidelines to the Schedule K-1, evaluate business liquidity and determine qualifying income

**Loan Officer Checklist for Success** (1 hour) What does it take to be a success? This one hour session will review the skills and attitudes it takes to be a successful loan officer

**Loan Processing** (1 hour) to define the role of Loan Processing, use the 1003 as a roadmap to gather, review, and verify required documentation, prepare the loan application for Underwriting

**Loan Product Advisor** (1 hour) This course teaches participants how to validate Loan Product Advisor<sup>SM</sup> loans based on the information contained within the Loan Product Advisor<sup>SM</sup> Feedback report. The course will give the participant the opportunity to review and analyze a sample Loan Product Advisor<sup>SM</sup> report and complete exercises to instill key learning objectives.

**Low Down Loans** (45 minutes) Have potential borrowers with only small down payment amounts? Do you know what their options are? We will discuss loan programs with little or no down payments and how to determine which is best for your borrower

**Manufactured Housing Appraisal Review** (1 hour) In this session you will learn: - The primary characteristics of a manufactured home - The "Red Tag" and HUD Data Plate - The 1004C & sections to review within the appraisal.

**Mobile Motion** (30 minutes) Check out our mobile site! We will look at the benefits and features of using Motion on the go! Use Mobile to access the Pricing Wizard rates, your pipeline, conditions and more all from the convenience of your mobile device.

**Motion** (1 hour) *Welcome to Crescent!* This session will review the basics of doing business with Crescent including an overview of our online system MOTION. We will discuss Importing/Creating loans, Credit and AUS options, Submitting your loan to Crescent for Underwriting and Generating your Closing Docs. We will also discuss other services available within Motion.

**Mortgage Insurance (MI) Basics** (30 minutes) get acquainted with the basics of mortgage insurance. You'll learn to: consider, compare and conclude which options are best for borrowers; understand what MI is and how it works; and how to calculate MI rates.

**Optimizing LinkedIn** (1 hour) Are you taking full advantage of all LinkedIn has to offer to keep your name and brand top of mind?

**Rental Income Calculations** (1 hour) The course will help you understand general guidelines for calculating rental income, including recent Fannie Mae/Freddie Mac announcements and forms, as well as how to use Schedule E.

**Rural Appraisals** (1 hour) This interactive class focuses on understanding the Uniform Residential Appraisal Report (URAR) Form 1004. Participants walk through the sections of this form and learn to identify red flags and risk issues and look for factors specific to rural property appraisals.

**Rural Development (RD/USDA)** (1 hour) - Want to qualify more borrowers for purchase programs? Need to know about RD's fees? Join us as we discuss how to originate and process RD loans.

**Seizing Market Share** (1 hour) Learn how to differentiate yourself from the competition and gain market share by becoming the best choice for mortgages among borrowers and realtors.

**Self Employed Business Tax Returns** (1½ hours) This comprehensive webinar shows you how to dig deeper through business tax returns to develop a clearer picture of your self-employed borrower's income and business financial standing. As we analyze the details of the business returns, the course assumes an understanding of the basic fundamentals for analyzing tax returns such as recurring vs. nonrecurring income/loss; depreciation, noncash expenses and how they affect cash flow

**Self Employed Personal Tax Returns** (1½ hours) This comprehensive training webinar takes you step-by-step through a self-employed borrower's personal tax returns. Defining common terms and theories such as nonrecurring vs. recurring, depreciation and other noncash expenses will help you to develop a clearer picture of your self-employed borrower's financial standing.

**Selling in a Rising Rate Environment** (1 hour) Loan Officers, remember the Adjustable Rate Mortgage (ARM)? It's probably been a while since you've sold these mortgages, but with rising rates, now is the time to build your knowledge about this product to prepare for the conversations you will have.

**Selling to Millennials** (1 hour) Get tips and techniques that will help you better understand and effectively communicate with baby boomers, Gen Xers and millennials. In this hands-on course, participants will learn how to develop communication strategies for each of these groups

**Taking a 1003** (1½ hours) Are you looking for a way to close more loans, develop better relationships with your processors and underwriters and reduce the surprise requests of your borrowers? Learn the how's & why's of completing the 1003.

**Tax Returns- Rental as a Business Review** (1 hour) Review of tax returns with rental income that is reported on form 8825.

**Tax Returns- Schedule C Review** (1 hour) Review a personal tax return with a filed Schedule C reporting a Sole Proprietor business income. Calculate qualifying income using Freddie Mac's Form 91.

**Tax Returns- Schedule E Review** (1 hour) Confused or not sure how to calculate Rental Income from the Schedule E of the Personal 1040's? This class will help you to calculate rental income utilizing FNMA's Form 1037 and Form 1038 Rental Income Worksheets

**Time Management for LO's** (1 hour) This session reviews "best practices" about making the most of your workday, how to make better use of your time, and how to achieve business goals.

**Veterans Administration (VA)** (1½ hours) There are more and more Veterans eligible for the VA loan. Our session will discuss who is eligible and how to process a VA loan with Crescent. We will look at examples of VA specific forms and how to complete them and submit your file to underwriting. *(This session will be offered by webinar again soon)*

**What's New at Crescent** (1 hour) Join us for a review of new opportunities Crescent has for you! Have you heard about free money for your borrowers through Duty To Serve? What about the higher LTV's without reverification with 1xCP? Are you using our free digital lending platform AIM? Did you know you can check your pipeline & lock loans all from your mobile device? These are a few of the questions we will answer.

**Who is Your Competition** (1 hour) Webinar covers all aspects of S.W.O.T. (Strength, Weakness, Opportunity, Threat) including a case study and S.W.O.T. on Loan Officers to discover steps to handle competitive issues in a logical simple process.

**1xConstruction Perm** (1 hour) If you can fund your customers construction loan and want to lower their overall closing cost while helping them obtain permanent financing when the home is complete then you need to know about our One time Construction to Perm loan options!

**How to Videos for Motion:** <https://www.crescentmortgage.com/Videos>

See Calendar above for dates and times- If you don't see the session this month check back soon! Click on class in the calendar for link to register. Email [Training@crescentmortgage.net](mailto:Training@crescentmortgage.net) for assistance

