



# August 2017 Training Calendar

Mon	Tue	Wed	Thu	Fri
	1 <a href="#">Motion 2pm</a>	2 <a href="#">Contract Processing 11am</a> <a href="#">1xClose Construction to Perm 1pm</a>	3 <a href="#">Calculating Income 1pm</a> <a href="#">Credit Report Review 3pm</a>	4 <a href="#">Motion 11am</a>
7 <a href="#">Motion 11am</a> <a href="#">Generating Initial Disclosures and E-Sign 1pm</a>	8 <a href="#">Pricing Wizard 11am</a> <a href="#">Taking an Effective 1003 1pm</a>	9 <a href="#">FHA Sponsored Origination 11am</a>	10 <a href="#">Motion 10am</a> <a href="#">Loan Prospector Advisor Feedback 2:30pm</a>	11 <a href="#">Low Down Loans 11am</a>
14 <a href="#">Self Employed Personal Tax Returns 11:30</a> <a href="#">Motion 2pm</a>	15 <a href="#">1xClose Construction to Perm 1pm</a> <a href="#">Calculating Income 3pm</a>	16 <a href="#">Fraud Detection in Loan Files 11:30am</a>	17 <a href="#">Motion 11am</a> <a href="#">New HMDA rules 2pm</a>	18 <a href="#">Contract Processing 1pm</a> <a href="#">Pricing Wizard 2pm</a>
21 <a href="#">Desktop Underwriter Feedback 12pm</a> <a href="#">Self Employed Business Tax Returns 3pm</a>	22 <a href="#">Motion 11am</a> <a href="#">Selling in a Rising Rate Environment 1pm</a>	23 <a href="#">Appraisal Review 1pm</a>	24	25 <a href="#">VA Processing 12pm</a>
28 <a href="#">1xClose Construction to Perm 12pm</a> <a href="#">Mortgage Insurance Basics 1pm</a>	29 <a href="#">Motion 11am</a> <a href="#">Taking an Effective 1003 1:30pm</a>	30 <a href="#">Generating Initial Disclosures and E-Sign 11am</a> <a href="#">Selling to Millennial's 3pm</a>	31 <a href="#">Motion 11am</a> <a href="#">Who's my Competition 2:30pm</a>	

**NOTE: All webinars are in Eastern Time (Central -1hr, Mountain -2hr, Pacific -3hr)**  
 Internet Connection and either 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!!



**Appraisal Review** 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.

**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.

**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 Report Review** (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

**Desktop Underwriter Feedback** (1 hour) Learn to read DU's feedback and understand what documentation is required.

**FHA Processing** (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. (This session will be offered by webinar again soon)

**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 Detection 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.

**Loan Product Advisor** (1 hour) Discussion of Freddie Mac's new Loan Product Suite included the updated LP to LPA and the documentation guidelines required by LPA.

**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

**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.

**New HMDA Rules** (1 hour) Join our discussion of the new HMDA rules and required data fields and how to collect them.

**Pricing Wizard** (20 minutes) Learn to Price, check eligibility, and lock loans with in Motion and Motion Mobile!

**Reviewing 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

**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. *(This session will be offered by webinar again soon)*

**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.

**Taking an Effective 1003** (1½ hours) Develop better relationships with your processors and underwriters and reduce the surprise requests of your borrowers by learning the essentials of asking the right questions during the application interview.

**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)*

**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!

See Calendar above for dates and times. Click on class in the calendar for link to register. Email [Training@crescentmortgage.net](mailto:Training@crescentmortgage.net) for assistance

