



# October 2017 Training Calendar

Mon	Tue	Wed	Thu	Fri
2	3	4	5	6
	<a href="#">Motion 11am</a> <a href="#">Credit Reports &amp; Scoring 12pm</a>		<a href="#">1X Close Construction to Perm 12pm</a> <a href="#">Calculating Income 3pm</a>	<a href="#">Motion 11am</a> <a href="#">AIM- Applications in Motion 12pm</a>
9	10	11	12	13
Columbus Day	<a href="#">HomeReady 1pm</a>	<a href="#">Taking a 1003 1pm</a>	<a href="#">Self Employed Business Tax Returns 12pm</a> <a href="#">Selling in a Rising Rate Market 1pm</a>	<a href="#">Asset Review 1pm</a>
16	17	18	19	20
<a href="#">Motion 11am</a> <a href="#">K-1 Workshop 3pm</a>	<a href="#">Appraisal Review 1pm</a>	<a href="#">Checklist for Loan Officers Success 1pm</a>	<a href="#">Loan Product Advisor (LPA) 2:30pm</a>	
23	24	25	26	27
<a href="#">Motion 10am</a> <a href="#">Self Employed Personal Tax Returns 3pm</a>	<a href="#">Calculating Income 1pm</a> <a href="#">AIM- Applications in Motion 2pm</a>	<a href="#">Pricing Wizard 1pm</a>	<a href="#">Rental Income Calculations 1pm</a> <a href="#">Itemized Fee Worksheet 2pm</a>	<a href="#">Contract Processing 12pm</a> <a href="#">Motion 1pm</a>
30	31			
<a href="#">Generate Initial Disclosures &amp; E-Sign 11am</a>	<a href="#">1x Close Construction to Perm 12pm</a> <a href="#">Motion 1pm</a>			

**Join us in Orlando Nov 16<sup>th</sup>- Self Employed Tax Returns & New 1003/HMDA Requirements**

[Click HERE to Register](#)

**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!!*



**AIM- Applications in Motion** (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. Easy to use and FREE!

**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.

**Checklist for Loan Officers Success** (1 hour) This webinar will review the skills and attitudes it takes to be a successful loan officer. By the end of the session you will have a to-do list that will help you differentiate yourself from your competition, the things you need for success, creating a communication checklist, and the difference between successful and competent salespeople.

**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** (*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 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.

**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

**Itemized Fee Worksheet** (*30 minutes*) Unsure how to complete this form? Join us as we walk through the sections and how to enter the fees and how it relates to your Loan Estimate.

**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 Product Advisor** (*1 hour*) This course teaches participants how to validate Loan Product Advisor® loans based on the information contained within the Loan Product Advisor® Feedback report. The course will give the participant the opportunity to review and analyze a sample Loan Product Advisor® 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

**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?

**Pricing Wizard** (30 minutes) Learn to Price, check eligibility, and lock loans with in Motion and Motion Mobile!

**Rental Income Calculations** (1 hour) This session reviews guidelines for both Fannie Mae and Freddie Mac for rental income. A Schedule E rental example is also included in the training course.

**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.

**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 Market** (1 hour) 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'll have with customers

**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- 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

