

Virtual Mortgage Lending School

January 19-21, 2021

IBA Center for Professional
Development



This three-day mini-institute provides the real-estate lending professional with a solid foundation for managing and producing a quality mortgage portfolio. This hands-on institute includes exercises in buying and selling mortgages in the secondary markets, a visit to a construction site, and analysis of the tax return of a self-employed borrower.

Virtual Mortgage Lending School

January 19-21, 2021
IBA Center for Professional Development

Return on Education

One of the greatest investments employers can make is in the continued education of their employees. Seminars, workshops, conferences, and schools not only provide professionals with an updated and contemporary framework to make better judgments and more informed decisions, but also assist in developing a resourceful network of peer bankers.

The IBA Foundation, Inc. prides itself on providing members with one of the best nonprofit banker education programs in the country. Featured in this brochure is the highly acclaimed 2020 Mortgage Lending School, which addresses the most immediate and relevant training needs of the financial industry.

We know that bankers demand a strong return on education, “ROE,” in terms of dollars, time, and effort spent. You can count on this school to provide:

- Practical, hands-on curriculum designed for learning by doing and for easy application at the bank;
- Small class size to increase networking opportunities and personalized instruction;
- A school designed and governed by bankers and taught by experienced bankers and consultants; and
- Reasonable enrollment fees and an academic atmosphere conducive to a stimulating learning experience.

Who Should Attend

Bankers who have not been exposed to formal mortgage lending training and lenders who want to broaden their mortgage lending knowledge will benefit from the school. Graduates will be better prepared to serve effectively and profitably as mortgage loan officers. Students should have a solid foundation in the areas of accounting, financial statement analysis, and economics. This understanding can be evidenced by AIB courses, college courses, in-house programs, self-study and/or experience. Students are expected to have had relevant banking experience prior to the school. This means a college degree and at least one year of experience, or a high school diploma and five years of banking experience.

The Curriculum

This three-day mini-institute provides the real-estate lending professional with a solid foundation for managing and producing a quality mortgage portfolio. This hands-on institute includes exercises in buying and selling mortgages in the secondary markets, a visit to a construction site, and analysis of the tax return of a self-employed borrower. The institute’s objective is to assist the participants in three areas: improved customer service, more efficient processing and servicing and stronger underwriting. All of these should result in increased earnings from the mortgage portfolio. The “new” underwriting findings are also discussed.

Learning Outcomes

An Attendee will graduate knowing:

Loan Application & Interviewing

- ◆ Verifying Income
- ◆ Verifying Debt Level
- ◆ Gift Letters
- ◆ Verifying Assets

Secondary Mortgage Market

- ◆ Pricing Loans & Portfolios
- ◆ Fannie Mae Sales
- ◆ Private Mortgage Insurance

Lending to Self-Employed Borrowers

- ◆ Analyzing Tax Returns
- ◆ Analyzing Personal Financial Statements
- ◆ Various Legal Structures

Underwriting

- ◆ Debt Ratios
- ◆ Mitigating Factors
- ◆ Conditional Approvals
- ◆ Automated Underwriting
- ◆ Closing Documentation

Regulatory Compliance

- ◆ RESPA and TILA...TRID
- ◆ ECOA—Spousal Signatures
- ◆ Fair “Banking”, not just Fair Lending anymore
- ◆ Updated Flood Disaster Protection Act

Construction Financing & Site Visit

- ◆ Draw Schedule
- ◆ Reviewing Builders’ Financial Statements
- ◆ General Economic-Risk Factors

Loan Originations

- ◆ Setting up Referral Networks
- ◆ Sales-Management Tools
- ◆ Bank-Sponsored Sales Events

Appraisals

- ◆ Role of the Reviewer
- ◆ Selection of Appraisers
- ◆ The Uniform Residential Appraisal Report
- ◆ The Three Approaches To Determining Value
 - Cost Approach
 - Income Approach
 - Sales-Comparison Analysis
- ◆ Red Flags To Look for on the Appraisal

Loan Processing

- ◆ Reoccurring Process Issues
 - Compliance Issues
 - Document Deficiencies
 - Underwriting Deficiencies
 - Closing Problems
 - Solutions
- ◆ Underwriting Appraisals

Virtual Mortgage Lending School

January 19-21, 2021
IBA Center for Professional Development

Faculty Leaders

The faculty for the **2021 Mortgage Lending School** represents a wealth of lending experience and the ability to communicate this experience in an effective & enjoyable manner.

David L. Kemp, Bankers Management, Inc.

Kemp has more than 30 years' experience and management responsibility in credit administration and new business development. Before starting his consulting firm, Kemp was vice president and director of credit services for Cannon Financial Institute. He also served as vice president of corporate finance for Citicorp North America and a branch manager and commercial lender for two southern banks. Kemp has also served as a consultant to small businesses in finance, marketing and operations. Curriculum design, case study development, and lead instruction will be provided by Kemp.

Paul R. Osborne, Crowe Horwath, LLP.

Osborne is the Partner responsible nationally for directing the development and support of regulatory advisory services, focusing on consumer compliance, BSA/AML & terrorist financing risk assessments, BSA/AML independent audits, trust department operational & administrative reviews, BSA/AML and trust training, assisting clients with developing functional and effective BSA compliance management programs, consulting with clients & prospects on the feasibility of establishing fiduciary services, and responding to client inquiries with respect to particular regulations or their application. Crowe Horwath LLP currently provides compliance & trust consulting services to over 400 financial institution clients nationwide.

Requirements and Regulations

Participants are expected to attend all sessions. Absences are excused only because of illness, catastrophe or extenuating circumstances, based upon a written statement submitted to, and approved by, the IBA Board of Education. Participants should bring, and be familiar with an HP-12C calculator or its equivalent for use during the school.

Agenda

Tuesday, January 19:

8:45 am - 9:00 am Registration/Logging in Virtually
9:00 - 3:30 pm Class

Wednesday, January 20:

8:45 am - 9:00 am Registration/Logging in Virtually
9:00 am - 3:30 pm Class

Thursday, January 21:

8:45 am - 9:00 am Registration/Logging in Virtually
9:00 am - 3:00 pm Class

Meals

The IBA will provide continental breakfast and lunch all three days at the Center for Professional Development.

The following fees include the program, training, materials, continental breakfast, lunch and refreshments:

Fees & Location

IBA Member - \$599

Participation in IBA programs is limited to members, associate members, and nonmembers from an eligible membership category at applicable member or non-member rates. Surcharge of 100% for Non-Members.

All classes will be held virtually!

While we may not be able to get together "in person" for this event as originally planned given the circumstances, we know that education/training to stay current and be the best banker you can be is important. That's why we're committed to providing this session and we're taking it online via webinar technology. Same instructor with the same content, but you'll have the ability to join from wherever you're located from the convenience (and safety) of your computer. We look forward to seeing you online!

Selection of Applicants

All applications and full registration fees must be received in the IBA office by January 11, 2021. The IBA Board of Education will consider all applications, determine acceptability and notify the applicant.

Additional Information

For additional information please contact:
Laurie Rees, Vice President , Education & Training -
Lrees@indiana.bank
Elizabeth DeHaven, Education Coordinator -
edehaven@indiana.bank
IBA Education & Training Department
Phone : 317-387-9380

Registration Form

Virtual Mortgage Lending School

January 19 - 21, 2021



(Dept. #79)

Bank _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Cell Phone _____

Registration Pricing:

IBA Members
\$599

100% Surcharge for non-members.

Participation in IBA programs is limited to members, associate members and nonmembers from an eligible membership category at applicable member or non-member rates.

Cancellation Policy:

Any registrant withdrawing on or before January 11, will receive a refund less a 10% cancellation fee. For registrants withdrawing after January 11, but on or before January 15, the refund is less a 50% cancellation fee. Any registrant withdrawing after January 15, 2021, or who is a "no show" forfeits the entire tuition. All requests for refunds must be submitted in writing. Extenuating circumstances are reviewed on an individual basis. Substitutions are permitted without added cost or penalty.

Attendees

Name _____

Email _____

Name _____

Email _____

Name _____

Email _____

Please Invoice Bank

Check Payable to IBA Foundation

Indiana Bankers Association

8425 Woodfield Crossing Blvd. Suite 155E

Indianapolis, IN 46240

Total Amount Enclosed: \$ _____

Credit Card Information:

MasterCard

VISA

AMEX

Card Holder Name _____

Credit Card Number _____ Exp _____

Exp. Date _____