

Course 2 Mortgage Banking Fundamentals

Purpose: To provide participants with the opportunity to enhance their understanding and expand their knowledge of mortgage lending.

Program: Course 2 is a comprehensive program with interactive group discussions and informative lectures conducted by a number of experienced New Hampshire residential mortgage lending professionals. A variety of highly relevant and up-to-date sessions will be offered for each of the six weeks.

Participants will have the opportunity to earn the Mortgage Bankers and Brokers Association of New Hampshire (MBBA-NH) Certificate of Achievement upon the successful completion of the program. This certificate is recognized by the mortgage finance industry throughout New England. If you're working toward MBBA-NH's Certified Mortgage Professional designation (CMP), Course 2 is worth ten points, which fulfills one-half of the industry educational requirement.

Successful Completion: To earn the MBBA-NH Certificate of Achievement, participants will be required to attend all six, Course 2 classes for the full time, as scheduled each week, and pass a final, take home exam.

Who Should Attend: Course 2 is geared to those individuals who have at least one year of mortgage banking experience or have completed Course 1.

Place: New Hampshire Housing, 32 Constitution Drive (East Entrance), Bedford, New Hampshire. Directions to East Entrance: Once in the parking lot, take an immediate right, versus a left to reach the main entrance. Plenty of parking is available. You will see a doorway at the end of a short, slightly wooded paved sidewalk. Use this door to enter the meeting area. Please call MBBA-NH (603-226-4486) for directions.

When: Tuesday, April 8, 2008, ending Tuesday, May 13, 2008, from 9 A. M. to 12 P.M.

Cost:
\$195 for the complete course as a MBBA member (NH, ME, & VT).
\$250 for the complete course as a non-member.
\$ 35 for individual class as a MBBA member.
\$ 50 for individual class as a non-member.

Scholarships are available for cost of complete course. Please call the MBBA-NH office at (603) 529-5001 for details.

Refund Policy: We will refund 50 percent of the cost, after the completion of the first class. There will be no refund, after that time.

Registration:
Please send the enclosed registration form to Mortgage Bankers and Brokers Association of New Hampshire, Inc. (MBBA-NH), P.O. Box 6, Weare, NH 03281-0006. Check, MasterCard, or VISA is accepted. You may also register online at www.mbba-nh.org and pay by credit card.

Course 2 Topics Tuesdays, April 8 through May 13, 2008

Class 1- April 8, 2008

- NEW REQUIREMENTS FOR CONDOMINIUM FINANCING
Ben Niles, Account Manager, Freddie Mac
Ralph Coppola, Branch Manager, Residential Mortgage Services

Class 2- April 15, 2008

- INTRODUCTION TO FHA, VA, AND RURAL HOUSING LOANS
Donna Howard, Senior Underwriter, Merrimack Mortgage Co., Inc.

Class 3 - April 22, 2008

- HOW TO GET SUCCESSFUL RESULTS WITH DESKTOP UNDERWRITER (DU) AND LOAN PROSPECTOR (LP)
JJ Kempton, Account Representative, Merrimack Mortgage Co., Inc.

Class 4 -May 13, 2008 (NEW DATE)

- READING TAX RETURNS AND QUALIFYING THE SELF-EMPLOYED BORROWER
Brendan Browne, Underwriter, MGIC

Class 5 - May 6, 2008

- UNDERSTANDING THE LAWS THAT AFFECT OUR INDUSTRY
Attorney Jim Fleming, Regional Manager, Title Resources Guaranty Co.

Class 6 - May 19, 2008 (NEW DATE)

- TIME MANAGEMENT AND TIPS ON EFFECTIVE PUBLIC SPEAKING
Distinguished Toastmaster International Dale Randall, Northeast Region Sales Manager, Purple Wine Company

REGISTRATION FORM

Students may register for the entire six-week course or for individual classes. Attendance is limited to 50 people and is on a first-come/first served basis with priority given to students who enroll in the entire six-week course. Registration deadline (for complete course) is Tuesday, April 1, 2008, and for individual classes, the Tuesday before the appropriate class.

COST

\$195 - Complete Course - MBBA-NH Members
\$250 - Complete Course - Non-Members
\$ 35 - Individual Classes - MBBA-NH Members
\$ 50 - Individual Classes - Non-Members

A. Registration for the entire six-week course. Please include your supervisor's name below:

Organization: _____ Phone: _____

Address: _____

City: _____ State: _____ Zip: _____

Student's Name: _____

Title: _____ Email: _____

Supervisor's Name: _____

Supervisor's Address: _____

Student's Name _____

Title: _____ Email: _____

Supervisor's Name: _____

Supervisor's Address: _____

B. Registration for individual classes. Please check class(es) attending:

___ 1 ___ 2 ___ 3 ___ 4 ___ 5 ___ 6

Name: _____ Phone# _____

Firm: _____ Email: _____

Address: _____

City: _____ State: _____ Zip: _____

Amount of payment \$ _____ is enclosed or charge to ___ MasterCard or ___ VISA.

Account No.: _____ Exp. Date: _____

Name On the Credit Card: _____

Signature: _____

Credit Card Billing Address: _____

Please make check payable to MBBA-NH and return to MBBA-NH, P.O. Box 6, Weare, NH 03281-0006. Phone: (603) 529-5001; Fax: (603) 529-5005; Email: info@mbba-nh.org; and Web site: www.mbba-nh.org.