


# MAY WEBINARS

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	<p><b>Evaluating and Calculating Borrower Income</b></p> <p>Will borrowers be able to make their mortgage payment while meeting their other monthly obligations? Learn how to identify various sources of income, as well as how to document and calculate the information from these diverse sources.</p>	<p><b>May 10</b> 2:00 PM CT</p>
	<p><b>Evaluating Borrower Assets</b></p> <p>Have borrowers demonstrated the ability to save and will they have assets sufficient for closing? Learn about different types of assets, documentation requirements, and how to determine funds required for closing and reserves.</p>	<p><b>May 22</b> 2:00 PM CT</p>
	<p><b>How to Review an Appraisal</b></p> <p>Strengthen your appraisal evaluation skills and develop a deeper understanding of cautionary items that help identify potential problems.</p>	<p><b>May 10</b> 10:30 AM CT</p>
	<p><b>LinkedIn Strategies for Loan Officers</b></p> <p>This 60-minute webinar will offer loan officers deeper insight on using LinkedIn to reach a broader audience. You will gain a better understanding of LinkedIn basics to increase your visibility, and come away with tips on sharing and searching inside LinkedIn.</p>	<p><b>May 16</b> 2:00 PM CT</p>
	<p><b>Mortgage Insurance Basics</b></p> <p>Learn what MI is and how it works, compare which options are best for borrowers and learn how to calculate MI rates based on popular premium plans.</p>	<p><b>May 8</b> 10:30 AM CT</p>
	<p><b>Self-Employed Borrowers — Business Tax Return Analysis</b></p> <p>Dig deeper through business tax returns to develop a clearer picture of your self-employed borrower's personal and business financial standing.</p>	<p><b>May 30</b> 2:00 PM CT</p>
	<p><b>Self-Employed Borrowers — Personal Tax Return Analysis</b></p> <p>This workshop will take you step-by-step through a self-employed borrower's personal tax returns to help you develop a clearer picture of his or her cash flow.</p>	<p><b>May 22</b> 10:30 AM CT</p>
<b>SPECIAL EVENT</b>	<p><b>Demystifying the K-1 Analysis</b></p> <p>When can I use income from the K-1 for qualifying? How do distributions influence my income calculation? Why does liquidity sometimes influence my loan approval? We'll unravel the mystery of calculating stable income for borrowers with ownership in Partnerships and S Corporations, answer questions and share a new tool with you.</p>	<p><b>May 24</b> 10:30 AM CT</p>
<b>SPECIAL EVENT</b>	<p><b>Formula for Success - Importance of Customer Relationship Management</b></p> <p>Discover the significance of customer relationship management (CRM) and what you should demand from your CRM system. In this session, you'll learn the importance of retaining customers and generating leads – and how to do both!</p>	<p><b>May 23</b> 2:00 PM CT</p>
<b>SPECIAL EVENT</b>	<p><b>Managing Remote Staff Effectively</b></p> <p>Managing staff who are not coming into the office on a regular basis has its challenges. Learn how to identify the right candidates for remote work, how to set them up and how to keep remote workers productive, accountable and inspired.</p>	<p><b>May 15</b> 2:00 PM CT</p>