

	<b>Evaluating and Calculating Borrower Income</b> 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.	<b>April 4</b> 10:30 AM CT
	<b>Evaluating Borrower Assets</b> 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.	<b>April 18</b> 10:30 AM CT
	<b>The Fundamentals of the Mortgage Process</b> <b>Session 1: Understanding the Mortgage Cycle and How Mortgage Insurance Works</b> In the first of our 3-part Fundamentals series, learn about the mortgage cycle, key players, regulatory compliance, mortgage insurance and MI premium plan options.	<b>April 3</b> 2:00 PM CT
	<b>The Fundamentals of the Mortgage Process</b> <b>Session 2: Taking the Loan Application and Processing the Loan</b> In the second of our 3-part Fundamentals series, learn about loan types and programs, questions to ask while completing the loan application, the importance of processing and complete documentation.	<b>April 10</b> 2:00 PM CT
	<b>The Fundamentals of the Mortgage Process</b> <b>Session 3: Evaluating Credit, Capacity, Capital &amp; Collateral</b> In the third of our 3-part Fundamentals series, learn about evaluating the Four Cs—credit, capacity, capital and collateral—along with risk layering.	<b>April 17</b> 2:00 PM CT
	<b>LinkedIn Strategies for Loan Officers</b> 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.	<b>April 25</b> 11:00 AM CT
	<b>Mortgage Insurance Basics</b> 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.	<b>April 12</b> 10:30 AM CT
	<b>Self-Employed Borrowers — Business Tax Return Analysis</b> Dig deeper through business tax returns to develop a clearer picture of your self-employed borrower's personal and business financial standing.	<b>April 16</b> 10:30 AM CT <b>April 24</b> 10:30 AM CT
	<b>Self-Employed Borrowers — Personal Tax Return Analysis</b> 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.	<b>April 4</b> 2:00 PM CT <b>April 23</b> 10:30 AM CT



### Understanding the Condo Appraisal

Learn about property characteristics unique to condos, key sections of the condo appraisal report, common secondary market requirements and potential red flags.

**April 3**  
10:30 AM CT

SPECIAL EVENT

### Discover Freddie Mac's Home Possible®



Learn more about the benefits and features of Freddie Mac's low down payment offerings - Home Possible® and Home Possible Advantage®. In this session, you will learn to recognize which offering best fits your borrower's needs, identify income and property eligibility requirements and understand the flexible sources of funds.

**April 19**  
10:30 AM CT

SPECIAL EVENT

### Fannie Mae HomeStyle® Renovation and HomeStyle® Energy Mortgage Products



Explore Fannie Mae's HomeStyle® Renovation mortgage - a single close mortgage that permits borrowers to purchase and renovate a home by combining the costs. HomeStyle® Renovation also offers your clients savings with lower interest rates. This session will also cover the HomeStyle Energy mortgage, which allows financing of approved energy efficient improvements to a home at the time of purchase or refinance.

**April 12**  
12:30 PM CT

SPECIAL EVENT

### How to Originate a Successful Construction Loan in 30 Days



Construction loan transactions are complex and have more moving parts than a standard purchase or refinance. Additional documentation, compliance reviews and inspections can be daunting and frustrating for consumers. Join us for this 60-minute webinar to learn how you might simplify the process and successfully originate a construction loan in 30 days. The end goal is a happy borrower and increased production.

**April 26**  
10:30 AM CT

SPECIAL EVENT

### Industry Updates: TRID 2.0



TRID is changing again in 2018 and so are the tax laws. Join us to learn more about what these changes mean to the industry. This session will highlight what's new in TRID 2.0 as well as how it will affect a borrower's 1040, self-employment income and other factors in the mortgage process.

**April 9**  
10:30 AM CT

SPECIAL EVENT

### Making the Most of Buying Season



Each spring, a new wave of homebuyers ramps up for "buying season." These potential borrowers are not only shopping for homes, they are also shopping for a loan officer. Differentiate yourself with real estate professionals and eager homebuyers by using your understanding of market and industry trends and programs available to them. In this 30-minute webinar, we'll look at current economic and demographic trends and how they will impact our industry, Fannie Mae's HomeReady® & Freddie Mac's Home Possible® program, renovation and energy programs that can help your borrowers in a tight supply market and MGIC tools, including a ready-made presentation for you to use with real estate professionals.

**April 9**  
2:00 PM CT  
**April 20**  
11:00 AM CT

SPECIAL EVENT

### Managing Remote Staff Effectively



Managing staff who is not coming into the office on a regular basis has its challenges. Whether you currently are managing staff working from home, or are considering allowing workers to work remote next year, this webinar is for you. We will share fun facts on telecommuting as well as tips to keep staff productive, accountable and inspired. We'll discuss identifying the right candidate, set up and tips to keep them engaged.

**April 5**  
2:00 PM CT