



Evaluating Borrower Assets

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.

April 8
2:30 PM CT
[Register](#)



The Fundamentals of the Mortgage Process - Session 1: Understanding the Mortgage Cycle and How Mortgage Insurance Works

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.

April 7
10:30 AM CT
[Register](#)



The Fundamentals of the Mortgage Process - Session 2: Taking the Loan Application and Processing the Loan

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.

April 14
10:30 AM CT
[Register](#)



The Fundamentals of the Mortgage Process - Session 3: Evaluating Credit, Capacity, Capital & Collateral

In the third of our 3-part Fundamentals series, learn about evaluating the Four Cs—credit, capacity, capital and collateral—along with risk layering.

April 21
10:30 AM CT
[Register](#)



How to Evaluate and Calculate Borrower Income - Focus on Base, Hourly, Overtime, Bonus and Commission

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.

April 29
2:30 PM CT
[Register](#)



How to Review an Appraisal

In MGIC's Residential Appraisal Review training webinar, you will get the tools you need to help build and strengthen your appraisal evaluation skills. The more familiar you become with typical secondary market guidelines, learn what reports are available, and develop a deeper understanding of certain cautionary items that help identify potential problems, the better you will be at evaluating an appraisal.

April 15
2:00 PM CT
[Register](#)



Mortgage Insurance Basics

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.

April 13
11:00 AM CT
[Register](#)



Self-Employed Borrowers - Focus on Corporations and Financial Statement Review

We'll take you on a step-by-step review of the Corporation tax return and look at using financial statements – the income statement (P&L) and balance sheet. You'll learn about the makeup of each statement and what income-and-expense trend ratios can tell you about the financial standing of a business. This course assumes a strong understanding of the fundamentals of analyzing tax returns.

April 7
12:00 PM CT
[Register](#)



Self-Employed Borrowers - Focus on Partnerships and S Corporations

This webinar takes you on a step-by-step review of the Partnership and S Corporation tax returns. Defining common terms and theories, such as nonrecurring vs. recurring income or expenses, distributions and guaranteed payments, will help you develop a clearer picture of your self-employed borrower's income and financial standing.

April 20
2:00 PM CT
[Register](#)



Self-Employed Borrowers - Focus on the Sole Proprietor and Rental Income

This webinar takes you through the Personal tax return with a step-by-step review of the Sole Proprietor and Rental Income. We'll help you develop a clearer picture of your self-employed borrower's financial standing while reviewing documentation requirements and underwriting criteria.

April 28
2:00 PM CT
[Register](#)

Special Event



Evaluating Self-Employed Income During COVID-19

Calculating the qualifying income of a self-employed borrower is often challenging – but throw a pandemic into the mix – and it becomes daunting! Give us 60 minutes to help you identify where to start, what additional documentation is needed and how to analyze income trends.

April 6
2:00 PM CT
[Register](#)

Special Event



Up Your Game to Score Approvals Sooner!

It's uncomfortable having to go back to borrowers to request additional information. And, it's certainly not fun having to reschedule a closing because documentation is missing. Sometimes, it's unavoidable but many times, these situations can be prevented. Join us for a 30-minute drill on plays you can make to swiftly get to the end zone. We'll review these winning plays: documenting income and income trending, nontaxable earnings, non-occupant borrowers and transaction limitations and restrictions.

April 28
10:30 AM CT
[Register](#)

Special Event

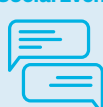


Your Charisma Counts! Improve Your Presence and Communication Skills Virtually and Beyond

Your financial success is driven by your ability to engage and influence the people around you. But not everyone is naturally charismatic or confident when interacting with referral partners or borrowers. Learn how to enhance your charisma with tips from presenter Katrina Cravy, a former award-winning TV journalist and the co-founder of CharismaQ, a sales coaching and communication platform that helps to evaluate, coach and create charismatic people.

April 22
11:00 AM CT
[Register](#)

Social Event



Facebook Strategies for Mortgage Professionals

Social Media, particularly Facebook, is one of the most valuable touch points you can have with your customers and prospects. This 60-minute webinar will provide you with the information, insights and strategies that you need to successfully engage your target audience on Facebook and Facebook Messenger.

April 13
2:00 PM CT
[Register](#)

Social Event



How to Increase Your Productivity and Balance

Time is precious and Jessica Peterson has discovered the secrets to spending every minute more wisely – while effectively building and nurturing your social media connections. Are you ready to feel more balance in your life? After this session, you'll walk away with insider information to social media success, the formula for achieving more balance in your life, communication skills to increase closings, and a simple formula for getting nine weeks of time off every year.

April 21
2:00 PM CT
[Register](#)