

**WHO WE ARE**

MBA Education, the education and training division of the Mortgage Bankers Association (MBA), delivers the knowledge and skills needed to be strong in today's challenging marketplace. Our signature programs are conveniently offered through several platforms, online and in person, to meet your company's budget and learning style, and to cover the full scope of the mortgage banking value chain — from originating to servicing a loan.

**WHAT WE OFFER**

From quick-to-market updates on industry developments to comprehensive skill-based online and in-person training at all experience levels, MBA Education<sup>SM</sup> is your One Resource for results-oriented education in our industry. The following is a selection of courses included in the Education Advantage program.

**INTRODUCTION TO MORTGAGE BANKING**

*Live, instructor-guided online training for new hires or anyone new to the industry.*

Introduction to Mortgage Banking provides a succinct background on the various functions and roles within real estate finance making participants more valuable team players. The course opens with an overview of the residential mortgage industry and covers loan production, loan administration, secondary marketing, and regulatory compliance, quality assurance and quality control, and technology.

**SCHOOL OF LOAN ORIGATION (SOLO) I: AN INTRODUCTION TO LOAN PRODUCTION**

*Live, instructor-guided online training for new MLOs to get a strong foundation for originating loans.*

SOLO I breaks down the key competencies MLOs need to originate high-quality, compliant residential mortgage loans. Attendees will participate in course activities, case studies, 1003 scenario exercises, group discussions and more.

**SCHOOL OF LOAN ORIGATION (SOLO) II: GROWING YOUR PRODUCTION BUSINESS**

*Live, instructor-guided online training for middle producers seeking to take their production to the next level.*

SOLO II provides the knowledge, tools and proven techniques to increase your production. This highly interactive course will give you a leg up when it comes to navigating the regulatory environment, communicating with customers and support staff, and marketing yourself to potential purchase lead sources.

**SCHOOL OF MORTGAGE BANKING I, II & III**

*Classroom Course for all levels of experience and/or individuals preparing for the CMB*

MBA Education's signature School of Mortgage Banking (SOMB) is the real estate finance industry's standard in comprehensive residential mortgage training. It provides professionals with essential knowledge and skills necessary to be competitive in an industry undergoing constant change. Through yearly comprehensive quality control, MBA staff and the faculty of the School of Mortgage Banking ensure that the school's content is up-to-date, topical and relevant.

**SCHOOL OF MORTGAGE SERVICING**

*Live, instructor-guided online training for personnel new to servicing or with 1-4 years of servicing experience.*

School of Mortgage Servicing (SOMS) provides an overview of the basic servicing functions and the potential compliance risks of not applying appropriate processes and reviews the important correlations and interconnectivity between business units within the servicing organization and uses real life examples of issues that servicers are facing today.

**ADVANCED SERVING WORKSHOP**

*Classroom Course for servicing professionals at the Group, Director, AVP and VP level with 2+ years of experience*

Designed and taught by respected industry experts, this course provides great networking and peer-learning opportunities and is sure to be a valuable career-building experience. It covers topics like risk management concerns, current regulatory challenges and quality control, servicing financial management and profitability, and a presentation of the latest from MBA research staff.

**CRU DESIGNATION**

The three-part CRU curriculum establishes the standard for professional excellence and training in residential mortgage loan underwriting. The first two parts, Basic and Intermediate, lay a foundation for the final category: the Advanced Certified Residential Underwriter designation.

**RCMS DESIGNATION**

The Residential Certified Mortgage Servicer (RCMS) Designation is built on a specialist track system where students can concentrate in the area of servicing most applicable to their day-to-day work or career goals. The three areas of default administration, loan administration or financial controls and investor administration.

**CMCP DESIGNATION**

The Certified Mortgage Compliance Professional (CMCP) Designation recognizes the achievements of individuals in the real estate finance industry for their commitment to having a compliant workplace. The certification framework currently includes level I,\* and is perfect for professionals who want to distinguish themselves from their peers.

*\* Levels two and three are in development.*

**LEARN MORE**

For more information on Education Advantage, please contact (800) 793-6222, visit [mba.org/educationadvantage](http://mba.org/educationadvantage) or email [eduadvantage@mba.org](mailto:eduadvantage@mba.org).



# YOUR ALL-ACCESS PASS TO MBA EDUCATION

**EDUCATION ADVANTAGE**, developed by MBA Education, is an annual subscription-based training solution that provides you with access to our robust learning platform.

Develop your own training program by enrolling in Education Advantage today.

**LOOK INSIDE TO FIND OUT WHAT'S NEW! →**

[MBA.ORG/EDUCATION](http://MBA.ORG/EDUCATION)

**MBA**  
EDUCATION

## NEW AND NOTEWORTHY

We've enhanced the **Education Advantage Program**.

Under our new and improved Education Advantage program, you still get unlimited use of our online self-study library, but it doesn't stop there. Now you also get unlimited access to webinars, webinar recordings, designations and specific instructor-guided online and classroom courses. No contracts needed, one low price and everything you need when you need it.

That's more than 300 educational offerings, covering every facet of the residential real estate finance industry all for one annual online subscription-based price.

### SAME KEY PROGRAM BENEFITS:

- Courses developed by MBA Education staff and industry experts, giving you **reliable training** from a **trusted source**.
- Courses delivered on MBA's Learning Management System, giving you **convenient and affordable content**.
- **Customizable** program to fit your training needs.

### NEW PRICING STRUCTURE

Education Advantage provides small- and mid-sized residential mortgage companies the choice of different pricing packages to meet your specific training needs and budgetary requirements.

### HERE'S HOW IT WORKS...

We're making easier than ever to train your staff. Simply review the chart to the right and select your pricing based on your member dues level. When you enroll, you will receive a unique username and password to give you access to everything you need right from your desktop.

No contracts, one low price and everything you need, **when you need it**.

## LET'S GET STARTED.



### COMPONENTS

- 160+ Web-Based Self-Studies (Up to 75 Employees)
- Discounts on Designation Packages (CRU, RCMS, CMCP)
- Robust reporting and tracking
- Ability to Assign classes to specific staff members

### PRICING

#### Members

Up to 25 employees:	\$4,000
Up to 50 employees:	\$8,000
Up to 75 employees:	\$12,000

#### Nonmembers

Up to 25 employees:	\$8,000
Up to 50 employees:	\$16,000
Up to 75 employees:	\$24,000



### COMPONENTS

#### UNLIMITED:

- 160+ Web-Based Self-Studies
- Designation Packages (CRU, RCMS, CMCP)
- 100+ Live Webinars
- Webinar Recordings
- Introduction to Mortgage Banking

#### 2 SEATS PER OFFERING:

- School of Loan Origination I & II
- School of Mortgage Servicing

### PRICING

#### Annual Dues

#### Cost

\$0-\$4,999:	\$1,500
\$5,000-\$9,999:	\$3,000
\$10,000-\$14,999:	\$5,000
\$15,000-\$19,999:	\$7,000
\$20,000+:	Contact Jeff Schummer



### COMPONENTS

#### UNLIMITED:

- 160+ Web-Based Self-Studies
- Designation Packages (CRU, RCMS, CMCP)
- 100+ Live Webinars
- Webinar Recordings
- Introduction to Mortgage Banking

#### 2 SEATS PER OFFERING:

- School of Loan Origination I & II
- School of Mortgage Servicing
- School of Mortgage Banking I-III
- Advanced Servicing Workshop
- Select other workshops

### PRICING

#### Annual Dues

#### Cost

\$0-\$4,999:	\$3,000
\$5,000-\$9,999:	\$6,000
\$10,000-\$14,999:	\$9,000
\$15,000-\$19,999:	\$13,000
\$20,000+:	Contact Jeff Schummer