



Introduction to Mortgage Banking Instructor-Guided Online Course

Course Outline

This course provides a foundational overview of the industry, its key functional areas, and the job roles and responsibilities associated with those areas. In a series of 90-minute online webinars taught by industry experts, participants will gain a basic understanding of the residential loan process and the various careers that support it. A short online quiz follows each lesson. Students who pass the online final exam obtain a certificate of completion for their records. Below please find the topics we will cover in this course.

01 Overview of the Residential Mortgage Industry

- Overview of course and expectations for completion
- Residential Mortgage Lending Business Model
- Phases of the Loan Cycle & Functional Areas in Mortgage Lending

02 Loan Production

- Goals of Loan Production
- Functional Areas of Loan Production and Related Careers
 - Origination
 - Processing
 - Underwriting
 - Closing
- Loan Products
- Impacts on Loan Production of the Dodd-Frank Act's Ability-to-Repay Requirements

03 Loan Servicing

- Goals of Loan Servicing
 - Maximize Profit



- Reduce Risk: Mortgage Servicing Rights Runoff
- Reduce Risk: Payment Defaults
- Serving the Needs of Borrowers, Communities, and Investors
- Functional Areas of Loan Servicing and Related Careers
 - Accounting
 - Customer Relations
 - Escrow Administration
 - Asset Management/Default Administration

04 Secondary Marketing

- Secondary Marketing Overview
- Secondary Market Participants
- Goals of Secondary Marketing
- Functional Areas of Secondary Marketing and Related Careers
 - Program Development
 - Pricing
 - Loan Sales
 - Loan Funding
 - Investor Relations
 - Shipping & Delivery

05 Regulatory Compliance, Quality Assurance and Quality Control, and Technology

- Regulatory Compliance: Goals, Functions, and Related Careers
- Quality Assurance: Goals, Functions, and Related Careers
- Technology: Goals, Functions, and Related Careers
- Other Cross-Functional Roles