

**School of Loan Origination Workshop Agenda**

**Jacksonville, FL**

**January 18-19, 2018**

**Day 1 Agenda**

<b>8:30 – 10:00 a.m.</b>	Taking a complete 1003
<b>10:00 – 10:15 a.m.</b>	<b><i>Morning Break</i></b>
<b>10:15 – 12:00 p.m.</b>	Analyzing Credit Reports
<b>12:00 – 12:45 p.m.</b>	<b><i>Lunch</i></b>
<b>12:45 – 1:45 p.m.</b>	Evaluation the 1003 - Loan Options
<b>1:45 – 2:30 p.m.</b>	Supporting Documentation
<b>2:30 – 2:45 p.m.</b>	<b><i>Afternoon Break</i></b>
<b>2:45 – 3:30 p.m.</b>	Assignment – Supporting Documentation
<b>3:00 – 4:00 p.m.</b>	Non-traditional Products
<b>4:00 – 4:05 p.m.</b>	<b><i>5-min Break</i></b>
<b>4:05 – 4:50 p.m.</b>	Assignment – Non-traditional Products
<b>4:50 – 5:00 p.m.</b>	Wrap up

**Day 2 Agenda**

<b>8:30 – 10:00 a.m.</b>	Value and Challenges of Purchases
<b>10:00 – 10:15 a.m.</b>	<b><i>Morning Break</i></b>
<b>10:15 – 11:00 a.m.</b>	TRID Compliance
<b>11:00 – 11:05 a.m.</b>	<b><i>5-min Break</i></b>
<b>11:05 – 12:00 p.m.</b>	Assignment - TRID
<b>12:00 – 12:45 p.m.</b>	<b><i>Lunch</i></b>
<b>12:45 – 1:45 p.m.</b>	Product Guidelines and Selection
<b>1:45 – 3:00 p.m.</b>	Managing a Pipeline
<b>3:00 – 3:15 p.m.</b>	<b><i>Afternoon Break</i></b>
<b>3:15 – 4:00 p.m.</b>	Marketing a Pipeline
<b>4:00 – 5:00 p.m.</b>	Marketing in a Purchase Environment