

DEC 8, 2021 — APR 7, 2022  
FOUR VIRTUAL SESSIONS +  
IN-PERSON HALF DAY AT  
HYATT REGENCY MILWAUKEE



## FOURTH ANNUAL

# MORTGAGE BOOTCAMP

Designed for those who work in the mortgage industry, this highly recommended program will walk you through the mortgage loan cycle and everything you need to know to be a stronger mortgage professional. The intense sessions will give you advanced knowledge of each step of the mortgage process and provide you with opportunities to learn from seasoned experts.

## VIRTUAL SESSIONS:

### ★ DECEMBER 8, 2021

#### TAKING A STRONG APPLICATION

Regulations, documentation needs, setting expectations for the process and how to effectively interview a borrower.

### ★ JANUARY 12, 2022

#### PROCESSING FOR SUCCESS: *Develop great relationships and close more loans*

Review best practices for communication both internally and externally through the loan process and review the typical personality type differences between operations and sales.

### ★ FEBRUARY 2, 2022

#### UNDERSTANDING SECONDARY MARKET

Understanding the "Big Picture": Who are the players in the industry, how do they relate to one another, how is a mortgage funded and where do the rules come from?

### ★ MARCH 10, 2022

#### MORTGAGE LENDING COMPLIANCE

An overview of the top mortgage regulations you need to know as a mortgage lender.

## IN-PERSON SESSION:

### HYATT REGENCY MILWAUKEE

APRIL 7, 2022

★ **UNDERWRITING: *Who are the people behind the approval curtain?*** A review of how an Underwriter looks at a loan and what factors are included. Credit, income, appraisal and title review.

★ **MORTGAGE INSURANCE BASICS: *Getting the coverage you need to get the approval you want*** Coverage options and how mortgage insurance works. Explore the claims process and some delinquency scenarios where MI made the difference.

★ **BUSINESS DEVELOPMENT PLANNING: *Grow Your Business*** A guided process to plan your sales activities for the next year. Walk away with a plan you can use daily.

## ENLIST TODAY!

Register online at:  
[www.wimba.org/2021MBC](http://www.wimba.org/2021MBC)

## WHO SHOULD ATTEND?

This program is designed for mortgage professionals of all levels of experience who would like to increase knowledge of the business and grow sales potential.