

## COURSE DESCRIPTIONS



### Certified Reverse Mortgage Professional (CRMPs)

**Mutual offers 7 CRMP classes.** These classes are indicated below with the CRMP logo. The type of credit is indicated below the course description.

To receive CRMP credit you must:

- Attend the entire class and answer all polling questions
- Submit CRMP Certification of Completion to NRMLA.
- For more information about the CRMP designation click [HERE](#).
- Certificates are emailed registration at the end of each week.

### Express Train

Express Train webinars last 15 minutes or less. Look for the  icon on our calendar.

1. **It's Back!** Calculating Initial Distribution Limits
2. **It's Back!** The Counseling Process
3. Reading Monthly Mortgage Statement
4. HECM vs. SecureEquity<sup>sm</sup>
5. Reading a Rate Sheet
6. Due and Payable Events



Join us to learn about our new proprietary product. We'll

discuss features, availability and advantages.

### IT'S BACK! LIFE EXPECTANCY SET ASIDES

Discusses the differences between partially and fully funded LESAs, as well as using compensating factors and extenuating circumstances to avoid them. We will also discuss why they can be a good thing.

### REVERSE REFINANCES

We'll explore when refinancing makes sense—and when it may not. We'll review the financial “tests” a loan should pass in order to provide a real benefit. We'll also cover calculating MIP on a new loan and the information you'll need from the original loan.

### HECM MATH

Learn about initial and expected rates, payment plan calculations and the math behind key disclosures. Hear about loan growth and compare loan growth using multiple indices.

### REVERSE PURCHASES SERIES

Our purchase class has been completely revamped; it's now a series of 3-30 minutes sessions. Attend one, two, or all 3! Part I discusses the market and the importance of the senior housing market, Part II reviews differences between refinances and purchase and Part III exams purchase loan scenarios and how to enter purchases in QR.

### REVERSE MORTGAGES FOR NEWCOMERS

Unlike our traditional RM Basics, it compares reverse terms to forward terms, how to simplify reverse concepts and answer questions. We'll also discuss basic eligibility and overcoming obstacles.

### THE BASICS OF QUANTUM REVERSE

Learn how to enter a new lead, change payment plans, create proposals and applications and complete key fields & screens.



### NON-BORROWERS

Learn about eligible and ineligible non-borrowing spouses, non-borrowing owners and household members and signing, counseling and income requirements.

**1 Basic CRMP credit**



### NO PROBLEMS, ONLY SOLUTIONS!

It's important to remember that HECMs provide a sustainable solution for many potential borrowers. This class will talk about suggested uses of a HECM like paying off debt, buying a home, paying off a HELOC and more.

**1 Advanced CRMP credit**



### REVERSE MORTGAGE BASICS

New to reverse mortgages? Join us to learn about the industry, HUD guidelines, eligibility, terms, products, and best practices.

**1 Basic CRMP credit**



### REVERSE MORTGAGE SERVICING

This session will cover the responsibilities of Loan Servicing including Borrower responsibilities, payments, repairs, LESA, and end of loan requirements.

**1 Advanced CRMP credit**



### LINES OF CREDIT AND PREPAYMENTS

Get more in-depth knowledge on calculating LOCs, IDLs and LOC growth. We'll also compare HELOCs to HECM LOCs and see how powerful partial prepayments can be.

**1 Advanced CRMP credit**



### ALL DEALS AREN'T CREATED EQUAL

Discusses general guidelines regarding borrowers and deed and title issues including non-borrowing spouses and property owners, POAs, bankruptcy, Life Estates, Trusts and more. Also discuss ADUs and Solar Leases!

**1 Advanced CRMP credit**














### GETTING THE DEAL TO WORK

Join us to review how Compensating Factors, Asset Dissipation, and Extenuating Circumstances are used to overcome income and credit issues. We'll discuss LESAs and LOEs too.

**1 Basic CRMP credit**

Monday	Tuesday	Wednesday	Thursday	
Please <b>DOWNLOAD</b> the calendar to click the registration links				
			 <b>Mutual Offices Closed – New Year's Day</b>	<b>DETAILS</b>  <b>TIME ZONES</b> All times are Eastern time zone. -1 for Central, -2 for Mountain, -3 for Pacific time zones.  <b>TIMING</b> All classes are approximately 60 minutes in length. Express Train classes are less than 15 minutes.  <b>REGISTRATION</b> Click on the course name and date to register for a session.  <b>CRMP CREDITS</b> CRMP courses are indicated by the CRMP logo. Certificates are emailed at the end of each week.  <b>TRAINING MATERIALS AND RECORDINGS</b> Classes will be recorded. Recordings and materials will be distributed within a few days of the session's conclusion.  <b>TRAINING QUESTIONS?</b> Contact Craig Barnes at <a href="mailto:cbarnes@mutualmortgage.com">cbarnes@mutualmortgage.com</a> . For customized training solutions contact your Account Executive.
5  <a href="#">SecureEquity®</a> 1:00ET/10:00PT  <a href="#">Reverse Mortgages for Newcomers</a> 3:00ET/12:00PT	6   <a href="#">Non-Borrowers</a> 2:00ET/11:00PT	7  <a href="#">HECM Math</a> 2:00ET/11:00PT   <a href="#">The Counseling Process</a> 4:00ET/1:00PT	8  No Classes Scheduled	
12  <a href="#">Reverse Purchase Part I</a> 1:00ET/10:00PT   <a href="#">Reverse Mortgage Basics</a> 3:00ET/12:00PT	13  <a href="#">Reverse Purchase Part II</a> 1:00ET/10:00PT  <a href="#">Life Expectancy Set Asides</a> 3:00ET/12:00PT	14  <a href="#">Reverse Purchase Part III</a> 1:00ET/10:00PT   <a href="#">LOC and Prepayments</a> 3:00ET/12:00PT	15  No Classes Scheduled	
19  <b>Mutual Offices Closed – Martin Luther King Jr. Day</b>	20  <a href="#">SecureEquity®</a> 12:00ET/9:00PT  <a href="#">Reverse Refinances</a> 2:00ET/11:00PT	21  <a href="#">Introducing SecureEquity: Unlock Larger Loan Opportunities &amp; Win More High-Value Clients</a> 2:00ET/11:00PT	22   <a href="#">Getting the Deal to Work</a> 2:00ET/11:00PT	
26   <a href="#">No Problems, Only Solutions</a> 2:00ET/11:00PT	27  <a href="#">The Basics of Quantum Reverse</a> 2:00ET/11:00PT	28   <a href="#">Reverse Mortgage Servicing</a> 1:00ET/11:00PT	29   <a href="#">Calculating Initial Distribution Limits</a> 12:00ET/9:00PT	

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16 <b>Mutual Offices Closed – President's Day</b>	17  <a href="#">Lines of Credit and Prepayments 2:00ET/11:00PT</a>	18 <b>Something Exciting - Coming Soon!</b>  <a href="#">SecureEquity® 4:00ET/1:00PT</a>	19  <a href="#">Life Expectancy Set Asides 3:00ET/12:00PT</a>	
23 <a href="#">Reverse Mortgages for Newcomers 3:00ET/12:00PT</a>	24 <a href="#">The Basics of Quantum Reverse 2:00ET/11:00PT</a>	25 <a href="#">Reverse Refinances 1:00ET/10:00PT</a>	26  <a href="#">Reverse Mortgage Basics 3:00ET/12:00PT</a>	

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