

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.
- Certificates are emailed at the end of each week.
- For more information about the CRMP designation click [HERE](#)

Express Train

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

1. Quantum Reverse's Loan Simulator
2. Calculating Initial Distribution Limits
3. The Counseling Process
4. HECM vs. SecureEquity®
5. Reading a Rate Sheet

More Training Opportunities

Mutual Reverse Academy - Get access to our training courses anytime, allowing you to learn at your own pace. After completing each course, you can take a quiz and earn a certificate of completion. Contact your AE or PSA to get enrolled in Mutual Reverse Academy.

Partner Portal – The training section of our partner portal houses all of our training videos that you can view or download at anytime.



SecureEquity
Powered by Mutual of Omaha Mortgage

NEW! CONDO APPROVAL

Learn the steps to get your client's condo approved for Secure Equity. We'll discuss how simple it is to get a condo approved, especially if the condo is already approved by FHA, FNMA, or other agency.



SecureEquity
Powered by Mutual of Omaha Mortgage

MUTUAL'S PROPRIETARY REVERSE

Join us to learn about our jumbo proprietary reverse. We'll discuss features, availability and advantages. We'll also compare numbers on each product type.

APPRAISAL REVIEW

Our new class will review the appraisal report and identify red flags, review comps and appraiser comments. We will also review the appraisal ordering process.

REVERSE PURCHASES SERIES

A 3-part series (30 minutes each). Attend one, two, or all 3! Part I discusses the market and the importance of the senior market, Part II reviews the basics of purchases and Part III exams loan scenarios and entering them in QR.

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.

COURSE DESCRIPTIONS (CONT.)

THE BASICS OF QUANTUM REVERSE

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

LIFE EXPECTANCY SET ASIDES

Discusses the differences between partially and fully funded LESAs and using compensating factors and extenuating circumstances to avoid them. We'll also discuss their advantages.

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 MORTGAGES FOR NEWCOMERS

Unlike our traditional RM Basics, it compares reverse terms to forward terms, how to simplify reverse concepts and answer questions. Also covered, basic eligibility and obstacles.



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 DOWNLOAD the calendar to click the registration links				
June 29  Reading a Rate Sheet 12:00ET/9:00PT Reverse Mortgages for Newcomers 3:00ET/12:00PT	June 30  QR's Loan Simulator 12:00ET/9:00PT  No Problems, Only Solutions 2:00ET/11:00PT	1 SecureEquity® - Mutual's Proprietary Reverse 3:00ET/12:00PT	2 No live classes scheduled – See Recorded Training in the Training section of our Partner Portal.	DETAILS TIME ZONES All times are Eastern time zone. -1 for Central, -2 for Mountain, -3 for Pacific time zones. TIMING All classes are approximately 60 minutes in length. Express Train classes are less than 15 minutes. REGISTRATION Click on the course name and date to register for a session. CRMP CREDITS CRMP courses are indicated by the CRMP logo. Certificates are emailed at the end of each week. TRAINING MATERIALS AND RECORDINGS Classes will be recorded. Recordings and materials will be distributed within a few days of the session's conclusion. TRAINING QUESTIONS? Contact Craig Barnes at cbarnes@mutualmortgage.com. For customized training solutions contact your Account Executive.
6  Lines of Credit and Prepayments 2:00ET/11:00PT	7  Getting the Deal to Work 3:00ET/12:00PT	8  Reverse Mortgage Basics 1:00ET/10:00PT	9 HECM Math 3:00ET/12:00PT	
13 Appraisal Review 2:00ET/11:00PT	14  Non-Borrowers 2:00ET/11:00PT	15 Let's Grow This – Optimize, Post, Connect: LinkedIn for Mortgage Brokers 2:00ET/11:00PT	16 Become a NAMB Certified Reverse Mortgage Specialist 1:00 – 5:00ET (July 16 AND July 17) Discount Code: Mutual100	
20 Reverse Purchase Part I 1:00ET/12:00PT SecureEquity® - Mutual's Proprietary Reverse 3:00ET/12:00PT	21 Reverse Purchase Part II 1:00ET/12:00PT	22 Reverse Purchase Part III 1:00ET/12:00PT	23 No live classes scheduled – See Recorded Training in the Training section of our Partner Portal.	
27  Reverse Mortgage Servicing 2:00ET/11:00PT The Basics of Quantum Reverse 4:00ET/1:00PT	28  Calculating IDL 12:00ET/9:00PT NEW! SecureEquity® Condo Approval 2:00ET/11:00PT	29  No Problems, Only Solutions 2:00ET/11:00PT	30  HECM vs. SecureEquity 1:00ET/10:00PT Reverse Refinances 3:00ET/12:00PT	

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7 Labor Day Mutual Offices Closed	8	9 Let's Grow This: Mastering Reverse Mortgage Objections: Confident Conversations That Convert 2:00ET/11:00PT	10  Non-Borrowers 2:00ET/11:00PT  Calculating IDL 4:00ET/1:00PT	
14 Reverse Purchase Part I 1:00ET/10:00PT  All Deals Aren't Created Equal 3:00ET/12:00PT	15 Reverse Purchase Part II 1:00ET/10:00PT  Lines of Credit and Prepayments 3:00ET/12:00PT	16 Reverse Purchase Part III 1:00ET/10:00PT Let's Grow This: Direct Mail Essentials for Reverse Mortgage Professionals 2:00ET/11:00PT  Reading a Rate Sheet 4:00ET/1:00PT	17  HECM vs. SecureEquity 12:00ET/9:00PT HECM Math 3:00ET/12:00PT	
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