

# Loan Officer University

Sponsored by: Genworth Mortgage Insurance

**October 22-23, 2015**

**Registration: 8:30 AM | Program: 9:00 AM - 4:30 PM**

**Location: Adria Hotel, 220-33 Northern Boulevard, Bayside, NY 11361**

Back by popular demand, MaryKay Scully from Genworth Financial provides a comprehensive training program (conventional loans) for your origination staff. Attend this session and learn:

## Complete Overview of Mortgage Lending and Conventional Loans including:

- ✓ Understanding mortgage industry lingo
- ✓ Identify different types of mortgage lenders, investors & departments
- ✓ Understand and explain different loan types and programs
- ✓ Thoroughly and accurately complete a loan application
- ✓ Calculate mortgage payments, assets and income
- ✓ Read and understand credit reports and credit scores
- ✓ Understanding the nuances of DU and LP
- ✓ Reviewing documentation for accuracy and acceptability
- ✓ Increase borrower satisfaction
- ✓ Enhanced awareness of compliance and fraud issues

### WHO SHOULD ATTEND?

- ◆ Originators ◆ Processors ◆ Staff needing cross-training ◆ New hires into mortgage lending!

REGISTER ON LINE AT [WWW.ESMBA.ORG](http://WWW.ESMBA.ORG) (credit card pay) or by MAIL IN REGISTRATION (check payable to: ESMBA)

Mail to: ESMBA, 501 E. Boston Post Rd., Suite 6, Mamaroneck, NY 10543 DEADLINE TO REGISTER: 10/18 @ 5PM

\_\_\_ Member \$195 \_\_\_ Non-Member \$295 \_\_\_ Breakfast Sponsor \$500 \_\_\_ Lunch Sponsor \$1,000

Name of Registrant \_\_\_\_\_

Company Name \_\_\_\_\_

Street \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Email Address \_\_\_\_\_

Genworth Financial 



**Instructor:**  
MaryKay Scully  
Director of  
Customer Education  
Genworth Financial

### Registration Pricing

\$195 ESMBA Members  
\$295 Non-Members

*Registration fees include daily continental breakfast, lunch & course materials.*

### Sponsorship Opportunities

\$500 Breakfast Sponsor  
\$1,000 Non-Members

#### s p o n s o r s h i p i n c l u d e s :

- \$500 Breakfast Sponsor  
(includes **1 free registration**, display of **company logo** on e-marketing flyer, onsite signage & events page of **ESMBA website & verbal recognition**)
- \$1,000 Lunch Sponsor  
(includes **2 free registration**, display of **company banner** on site, display of your **company materials on table top** in back of meeting room, display of **company logo** on e-marketing flyer, onsite signage & events page of **ESMBA website & verbal recognition**)

**REGISTER ON LINE**  
**PAY BY CREDIT CARD NOW!**



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