

2019 IOWA MORTGAGE ASSOCIATION

Fourth Annual

MORTGAGE BOOT CAMP

May 16-17, 2019 • Downtown Hilton Hotel, Des Moines



Designed for those who work in the mortgage industry, this two-day seminar will walk you through the mortgage loan cycle and everything you need to be a stronger mortgage loan officer. This intense session will give you advanced knowledge of each step of the mortgage process and provide you with opportunities to learn from seasoned experts.

BOOT CAMP CURRICULUM

Taking A Strong Application

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

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.

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.

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 a difference.

Mortgage Lending Compliance

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

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.

Q&A Networking Session with Presenters and Seasoned Professionals

ENLIST TODAY!



Iowa Mortgage Association

8800 NW 62nd Ave., PO Box 6200, Johnston, IA 50131
Ph. 800-987-7365 • www.iowaMA.org

REGISTRATION INFORMATION

Registration includes handout materials, continental breakfasts, breaks and one lunch.

	Advance	After 5/2
IMA Member	\$175	\$195
Nonmember	\$350	\$370

Refunds less \$20 will be made if requested one week prior to seminar date. Substitutions allowed at any time.

Mail this form with payment to:
Attn: Registrar
Iowa Mortgage Association
8800 NW 62nd Avenue, Johnston, IA 50131
or FAX to: (515) 280-4140
Or online at www.iowama.org

Company _____

Address _____

City _____ State _____ Zip _____

Phone: _____

1. Name: _____

Email: _____

2. Name: _____

Email: _____

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SEMINAR LOCATION & HOTEL INFORMATION

May 16-17, 2019

Downtown Des Moines Hilton Hotel

435 Park Street, Des Moines, IA 50309
Ph. 515-241-1456

Please call the hotel directly for room reservations. There is a small room block at the rate of \$149 available until April 8.

QUESTIONS

Please contact, Darcy Burnett, dburnett@iowabankers.com or 800-987-7365 with any questions.

ATTIRE

Please feel free to dress business casual. To ensure your comfort we suggest you bring a light jacket or sweater

SPECIAL NEEDS

If you have a disability that may affect your participation in this event, please forward a statement regarding any special needs to Darcy Burnett at Iowa Mortgage Association. We will contact you to discuss accommodations.

AGENDA

Day One - Thursday, May 16

8:30 a.m. Registration and Cont. Breakfast
9:00 a.m. Program
Noon Lunch
12:30 p.m. Program resumes
4:15 p.m. Optional Networking Session

Day Two - Friday, May 17

8:00 a.m. Cont. Breakfast
8:30 a.m. Program
Noon Adjourn

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.

ENLIST TODAY!

Register online at: www.iowama.org
(See Event Calendar)