



Residential Real Estate Lending Institute

**This three-day institute provides a solid foundation
for producing a quality mortgage portfolio:**

- *stronger underwriting**
- *more efficient processing and servicing**
- *improved customer service**

*March 16-18, 2010
CBAI Headquarters, Springfield*

Residential Real Estate Lending Institute

This three-day mini-institute provides the real-estate lending professional with a solid foundation for managing and producing a quality mortgage portfolio. This hands-on institute includes exercises in buying and selling mortgages in the secondary markets, a visit to a construction site, and analysis of the tax return of a self-employed borrower. The institute's objective is to assist the participants in three areas: improved customer service, more efficient processing and servicing, and stronger underwriting. All of these should result in increased earnings from the mortgage portfolio. The "new" underwriting findings are also discussed.

"I enjoyed it! I feel more confident!"

Nicole Cocks
Bank of Montgomery

"Very good and interesting class. Dave's work and experience is very helpful."

Dallas Petefish,
Loan Officer
Petefish, Skiles & Co.
Bank, Virginia

"Excellent information! It was a great experience."

James Aikman,
Loan Officer
State Bank of Arthur

Key Topics

Regulatory Compliance

- RESPA
 - New Good Faith Estimate Form
 - New HUD-1 Settlement Statement Form
- REG-Z
 - New "early" Truth-in-Lending Disclosure Rules
 - Higher Priced Mortgage Loan Requirements
- Updated Flood Disaster Protection Act

Secondary Mortgage Market

- Pricing Loans & Portfolios
- Fannie Mae Sales
- Private Mortgage Insurance

Loan Application & Interviewing

- Verifying Income
- Verifying Debt Level
- Gift Letters
- Verifying Assets

Loan Originations

- Setting up Referral Networks
- Sales Management Tools
- Bank-Sponsored Sales Events

Lending to Self-Employed Borrowers

- Analyzing Tax Returns
- Analyzing Personal Financial Statements
- Various Legal Structures

Underwriting

- Debt Ratios
- Mitigating Factors
- Conditional Approvals
- Automated Underwriting

Construction Financing & Site Visit

- Draw Schedule
- Reviewing Builders' Financial Statements
- General Economic Risk Factors

Closing Documentation

- Closing Instructions
- Document Uses
 - Deeds
 - Contracts
 - Notes
 - Line Positions

Appraisals

- Role of the Reviewer
- Selection of Appraisers
- The Uniform Residential Appraisal Report
- The Three Approaches To Determining Value
 - Cost Approach
 - Income Approach
 - Sales-Comparison Analysis
- Red Flags To Look for on the Appraisal

Loan Processing

- Purpose of Quality Control
- Frequent Deficiencies
- Re-Verification Problems
- Credit Review
- What To Do about Discrepancies



Meet Your Faculty

The faculty, comprised of bankers and consultants, is recognized for its knowledge and expertise. All have the credentials and teaching skills to generate superior results. Every effort has been made to adapt the Institute's curriculum to the unique characteristics of Illinois. Faculty members are familiar with Illinois law and will utilize Illinois forms and documents.

David Kemp, founder and president of Bankers Management Inc., a financial management consulting and training firm in College Park, Georgia, heads the distinguished faculty. Prior to founding The Management Group, Inc., Kemp was vice president and director of credit services for Cannon Financial Institute, a nationally recognized training company located in Athens, Georgia. He has 20 years' experience in bank management in many areas of credit administration and new-business development. Kemp was vice president of corporate finance for Citicorp North America, and branch manager and commercial lender for the former First National Bank of Atlanta and Citizens and Southern National Bank. He also serves as visiting professor and guest lecturer to schools, colleges, and universities, including The Community Bankers School, (formerly The Midwest School for Community Bankers), sponsored by CBAI.

Bryan Bradley, CRCM, is a senior consultant with Young & Associates, Inc., Kent, Ohio. Bradley brings to Young & Associates extensive experience working in the financial services field. Bradley has served as a compliance officer for a variety of financial institutions, including national mortgage companies, a multi-billion dollar holding company, and community banks. In addition, he has served as a CRA officer for a community bank, as well as a loan officer for residential, consumer, and commercial lending departments; conducted loan reviews; and worked for the Federal Reserve Bank of St. Louis as a compliance examiner.

Linda Young is a consultant with Young & Associates and has more than 26 years of experience in the banking/financial profession. Young's experience includes positions as senior accountant, branch manager, internal auditor, mortgage office manager, construction loan specialist, and mortgage loan service manager for an Ohio-based savings and loan, and residential loan manager for a commercial and residential mortgage loan broker. Young attended Bowling Green State University, Ohio; Malone College, Canton, Ohio; The University of Akron, Ohio; and the Institute for Financial Education. As a consultant, she has performed commercial, mortgage and consumer loan reviews, due-diligence reviews, loan-officer audits, quality control reviews, and Freddie Mac/Fannie Mae training.

What Others Have Said:

"This conference was a great experience. I learned a lot about residential lending, as well as the current market crisis. Dave Kemp is a very motivating speaker who makes it easy to learn and understand the curriculum with his entertaining examples."

Tasha Briggs, Loan Secretary
First Robinson Savings Bank, N.A.

"Appraisal review and construction site visit were very informative. Dave Kemp was wonderful!"

Trish Waller, Loan Officer
Bank of Herrin

Institute Notes

Teaching Methods — CBAI's Residential Real Estate Institute focuses on the why's and how's of the lending function. Lecture, role play, case studies, site visits, and other teaching methods are utilized to keep learning at its highest and participants fully engaged. All lending cases discussed are gathered from the files of community banks and reflect real loan situations. ***An HP12C calculator must be brought to each class so that attendees can work through the mathematics of the loan cases.***

Housing — A block of rooms has been reserved at the Baymont Hotel, 5871 South Sixth Street, Springfield. To obtain accommodations, call 217/529-6655. Please indicate you are a CBAI member to obtain the special rate of \$59.99 plus tax for singles or doubles.

Institute Facilities and Tuition — Classes are conducted in the CBAI Education Center at the CBAI Headquarters, 901 Community Drive, Springfield, IL; 217/529-2265. A light breakfast and lunch are provided each day. Dinner is provided at an area restaurant on Tuesday evening. Tuition is \$629 for CBAI members and \$1069 for non-members. Payment must accompany the completed registration form unless other arrangements have been made. A \$100 cancellation fee is assessed after March 8, 2010.

Certificate of Completion — To demonstrate successful completion of CBAI's Residential Real Estate Lending Institute, each attendee receives a plaque for display.

Schedule

	Tuesday	Wednesday	Thursday
8 a.m.	Continental Breakfast & Registration (8:30)	Continental Breakfast	Continental Breakfast
9 a.m.	Regulatory Compliance S.Wayne Linder	Lending to Self-Employed Borrowers Dave Kemp	How To Analyze Appraisals David Kemp
10 a.m.		Underwriting Dave Kemp	Loan Processing Linda Young
11 a.m.			
12 a.m.	Lunch	Lunch	Lunch
1 p.m.	Secondary Mortgage Market Dave Kemp	Construction Financing & Site Visit Dave Kemp	Loan Processing Linda Young
2 p.m.			Conclusion & Review
3 p.m.	Loan Applications & Interviewing Dave Kemp		Loan Origination Dave Kemp
4 p.m.		Adjournment	
5 p.m.	Closing Documentation Dave Kemp		Dinner on Your Own
	Class Dinner		

"All presenters were knowledgeable. I'll be looking for more Dave Kemp seminars to attend!"

Jaci Manzella,
Retail Loan Officer
First Mid-Illinois Bank,
Mattoon
(Tuscola branch)

"Dave Kemp makes it a fun and exciting learning experience."

Jeff Burnam,
Loan Officer
First National Bank,
Vandalia

This three-day seminar provides 18 hours of credit toward the prestigious Certified Community Lender designation

CBAI is a registered Public Accounting Continuing Education provider. This institute qualifies for 18 hours of continuing education credit.



"Not only is Dave knowledgeable, but he is motivating. I can't wait to get back to the bank and share this information."

Linda Hessenberger,
Loan Officer
Farmers State Bank
of Sublette

