

NOV 12, 2020 — APR 28, 2021
FOUR VIRTUAL SESSIONS +
IN-PERSON HALF DAY AT
HYATT REGENCY MILWAUKEE



MORTGAGE BOOTCAMP

Designed for those who work in the mortgage industry, this highly recommended program will walk you through the mortgage loan cycle and everything you need to know to be a stronger mortgage professional. **The intense sessions will give you advanced knowledge of each step of the mortgage process and provide you with opportunities to learn from seasoned experts.**

VIRTUAL SESSIONS:

- ★ **NOVEMBER 12, 2020**
TAKING A STRONG APPLICATION
Regulations, documentation needs, setting expectations for the process and how to effectively interview a borrower.
- ★ **JANUARY 13, 2021**
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.
- ★ **FEBRUARY 10, 2021**
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?
- ★ **MARCH 10, 2021**
MORTGAGE LENDING COMPLIANCE
An overview of the top mortgage regulations you need to know as a mortgage lender.

IN-PERSON SESSION:

HYATT REGENCY MILWAUKEE
APRIL 28, 2021

- ★ **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 the difference.
- ★ **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.

ENLIST TODAY!

Register online at:
www.wimba.org/2020bootcamp

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.



MORTGAGE BOOTCAMP

★ AGENDA

VIRTUAL SESSIONS

November 12, 2020 - 10:00 - 11:30am
January 13, 2021 - 10:00 - 11:30am
February 10, 2021 - 10:00 - 11:30am
March 10, 2021 - 10:00 - 11:30am

IN-PERSON SESSION

April 28, 2021 - 12:30 - 5:15pm
Hyatt Regency Milwaukee
333 W. Kilbourn Ave.
Milwaukee, WI 53203
<https://milwaukee.regency.hyatt.com/en/hotel/home.html>
(414) 276-1234

★ LOCATION & HOTEL INFORMATION

November 13th & 14th, 2018

The virtual sessions will be on Zoom. A link to the live session will be sent to all registrants one day prior to the event. The In Person session will be held at the Hyatt Regency Milwaukee.

Hyatt Regency Milwaukee
333 W. Kilbourn Ave.
Milwaukee, WI 53203
<https://milwaukee.regency.hyatt.com/en/hotel/home.html>
(414) 276-1234

★ REGISTRATION INFORMATION

WMBA Member \$150
Non-Member \$300

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Registration Fee includes registration for all four virtual sessions and the half-day in-person class on April 28, 2021. Also included is a **free registration for the 2020 Best in Business Award Dinner & Award Celebration**. All graduates from the 2020 Mortgage Boot Camp will be recognized at the award ceremony.

Mortgage Boot Camp registration is for all four virtual sessions and the in-person half day session. Individual virtual sessions are not available for registration. Virtual sessions will be recorded and will be made available to registrant to view if they miss a session.

★ QUESTIONS?

Contact Lee Turner at lturner@bellbanks.com or info@wimba.org.

Thank you to our Event Sponsor



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