Get essential strategies and real-world insight for turning your mortgage brokerage into a full mortgage-banking operation.

**Course Overview and Prerequisites**

This course is designed for a mortgage broker that is interested in growing his/her business into a full mortgage banking operation (without the servicing).

Participants will apply the knowledge of his/her current mortgage business and build a plan that includes what they learn about correspondent lending to plan the growth of their company.

**Learning Goals and Objectives**

Upon completion of this course, students will be able to:

- Articulate the duties and positions needed for a full correspondent operation
- Plan the allocation of duties and new positions in their company
- Begin preparing a five-year budget plan that meets CFPB requirement for correspondent lenders

**Recommended Attendees**

- Mortgage brokers

**Cost**

$600 per person

View upcoming classes and enroll at EllieMae.com.

To learn more, contact 800.848.4904 or sales@allregs.com
Sample Curriculum
(Subject to change without notice)

- Review of the niches
  - Broker
  - Mini correspondent
  - Full correspondent
  - Seller servicer
- Service Provider Management
  - Practical email compliance
  - Various state licensing issues
  - Examining the correspondent loan flow, duties and personnel
  - MERS
  - Accounting
  - Pre-close review
  - Post-close audit
  - Underwriting various loan types
- In-house or TPO
- Warehousing
- Funding
- Shipping
- Insuring
- Post-closing quality control
- Trailing documents
- Lock desk
- Pricing engine
- Disclosure desk/compliance personnel
- IT
- Hedge operations
- Managing your staff
- Vendor management
- Preparing a budget projection (workshop)
  - Review duties/personnel from session two
  - Determine maximum number of files per person
  - Salary value for each person
- Preparing a five-year Plan (workshop)
  - Using the positions, salaries and expected production