

Getting Your Client To "YES"

This **FREE** training will identify key challenges and solutions for the client's journey to obtain financing to purchase a home. This multi-session training will enable you to assess your client's financing needs, provide your client information regarding a variety of mortgage products and establish expectations for the loan application process. You will also gain tips on identifying "red flags" and overcoming challenges to ensure your client get to "yes".

Presented by:

A Time To Build

(a program from Prosperity Unlimited, Inc.)



Sponsored by:




Register TODAY – 5 Sessions over 5 Months

Registration Links on Next Page

What You Will Learn:

- **Mortgage Process: what the borrower needs to know**
- **Overview of the different loan programs**
- **The Impact of Mortgage Insurance vs. Funding & Guarantee Fee**
- **Preparing your client for Acquisition Cost and/or Cash To Close**
- **What is the supporting documentation**
- **Understanding the upfront documentation from the lender**
- **What happens next and what can go wrong after the signed contract:**
 - Processing
 - Underwriting
 - Closing
- **And much more**

YOU WILL RECEIVE

- Up to 15 hours of CEUs from The Association of Housing Counselors
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- Case study review by Prosperity (this will be scheduled in-between the monthly sessions)
 - Up to 2 hours of mentoring for the first 25 counselors with less than two-years of experience.
 - Tips Sheets
 - Other resource tools

The Sponsors:



Getting Your Client To "YES"

Moderator: Louise Mack, President/CEO – Prosperity Unlimited, Inc.

The Link Below Will Register You for All Five Sessions:

https://us02web.zoom.us/webinar/register/WN_Y_Fs39lBSialUZ7lL25HqA

Time for each session: 9:00 am – 10:30 am

IMPORTANT INFORMATION ABOUT ADVANCE REGISTRATION:

- Space is limited by first come first serve.
- The link will enter you for all five sessions at the same time.
- Those who register in advance will get a:
 - Confirmation at time of reservation;
 - Reminder one week before the session
 - Final reminder one day before the session.

DATE:

SESSION'S TOPIC

01/25/22

The Mortgage Process and What Happens Next

02/22/22

Loan File Preparation

03/22/22

Processing Phase Overview

04/26/22

Underwriting Phase Overview

05/24/22

Closing Phase Overview

For more information on this training, please contact Louise Mack at appointment@prosperitycdc.org or call 980-825-2377.

For more information on TAHC, please email info@nchousing.org.