



2016 Loan Officer's Practical Guide to Residential Finance 2016: SAFE Act Included (The Practical Guide to Finance Series)

Thomas A. Morgan

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This is the Updated 2016 Edition of the first book in the "Practical Guide" series for the mortgage industry. This is not a "compliance guide" but is designed to teach loan officers skills within the context of their jobs.

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We want our customers to be 100% happy. If you have a problem with anything, let us know directly (using the web addresses on the back cover) and we will resolve it. This includes getting updates when things change, and additional value-added information. We would rather solve your problem than have you post negative reviews - if we don't answer your concern THEN post a negative review!

The July 2016 Version has been updated to add information regarding the requirements of the TRID Rules, SAFE Act, CFPB, Dodd-Frank and many other changes. We have also made many of the changes recommended by Amazon readers and reviewers. With all of the changes in the industry, keeping this product up-to-date is a full time job. The book covers all of the vocational skills required of the loan originator, but also includes all Federal law, ethics, predatory lending and fraud components required by the Federal SAFE loan originator licensing Act of 2008. Published since 1992, and updated annually, this 390 page textbook was written as an answer to the "sink-or-swim" training methods of many mortgage firms. The format is designed to give the newly initiated loan officer/agent, lender, processor, or other initiate the practical information they need to do the loan officer's job. The reader learns how to understand rate and point quotes, how to use a financial calculator, how to make basic computations customers require, how to understand loan programs and compare product features. The student progresses through understanding loan specifications - Conventional Conforming, Jumbo, FHA/VA and Sub-Prime program guidelines - to a practical understanding of ratios, income, assets and closing costs, debts and credit history. This is then placed in the context of the loan application - how to collect all the required documents and disclosures and supervise a loan from application to closing. Beyond the basics, students learn how to finance various property types; condos, PUDs, new construction and investment property. A detailed chapter on refinancing addresses the issues which most often confront the loan officer in a period of heavy refinancing - 10 reasons to refinance. Finally, understanding how loans are made in the secondary market and the basics of interest rate quoting and behavior are covered. This product is submitted for approval for use in continuing education in all states which have, or are adopting, a requirement. Many companies use this product as a handout to prospective new loan officers.

Many loan officers give this product to their referral sources to help educate them to the requirements of the industry.

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