



Mortgage Lending School (Virtual)

This program has been changed to a virtual program through Zoom.

September 16-17, 2020 - 9:00am - 4:00pm

The major change in the mortgage market is the strengthened relationship between borrower equity and credit risk (credit scoring). The secondary market has moved to stronger underwriting requirements. Lenders will need to be knowledgeable and creative in order to provide high quality customer service and advise for your customers. Today's lenders must be up to date on rural development, conventional, FHA and VA loans. There are also the continuing regulatory requirements. As real estate markets rebound, real estate lending will increasingly be a major part of the bank's earnings objective.

Please have a standard, basic (non-financial) calculator for this seminar.

Who Will Benefit

Loan officers, loan review officers, loan department support staff, audit personnel, and anyone else involved with the mortgage lending process

Registration Fee for Virtual Live Seminar

\$390, per LBA member

\$690, per non-member

Registration Fee for Virtual Seminar Recording

\$390, per LBA member

\$690, per non-member

Workshop Instructor



David L. Kemp is president of Bankers Management, Inc. formerly The Management Group. Prior to forming BMI, he served as vice president, director of credit services for Canon Financial Institute in Athens, Georgia. His areas of expertise include commercial lending, consumer lending, workouts, and director responsibilities.



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Registration Form

(for additional registrations, please make copies)

Registrant 1

Registrant 2

Mr./Mrs./Ms. _____	Mr./Mrs./Ms. _____
Bank _____	Bank _____
Email Address _____	Email Address _____
Branch Street Address _____	Branch Street Address _____
City, State, Zip _____	City, State, Zip _____
Phone _____	Phone _____
Cell _____	Cell _____

- I will participate in the Live Virtual Seminar
- I would like to receive the Seminar Recording

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Please note: If you participate in the live virtual seminar, we will email a certificate to you following the program. Certificates will only be emailed to registered attendees. If you opt for the recording, we will not be able to provide a certificate because we will not be able to track attendance.

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\$690, Non-members	\$690, Non-members

Payment Options

- Check (Made payable to the Louisiana Bankers Association)
- Visa MasterCard American Express

Card # _____ Expiration Date _____

Credit Card Billing address _____

Amount to be charged on card \$ _____

Signature _____ Name on Card (Please Print) _____

- This training will be covered under SBET (Small Business Employee Training Program). Please provide an email address on the line below to receive the necessary documentation for reimbursement:
- _____

***Please Note: Recordings not eligible for SBET funding.**

Agenda (both days)

9:00 a.m.	Program Begins
12:00 p.m.	Lunch
4:00 p.m.	Program Adjourns

Submit registration and view rosters in the Education Section of LBA's Website, www.lba.org