



Metro In-Person Training
Thursday, October 5, 8:30 a.m. - 3:30 p.m.
New Brighton Community Center – Room A
400 10th St NW New Brighton, MN 55112

8:30-9:00 a.m.: Registration and Networking

Breakfast goodies available. Staff will be on hand to register and answer questions.

Morning Trainings

9:00-10:00 a.m.: Minnesota Housing Program Eligibility Overview

This training provides an overview of our mortgage loan programs and the information you need to qualify your borrower. *Recommended for those new to Minnesota Housing or those needing a refresher.*

10:15-11:00 a.m.: Conventional Products Basics

You will learn about our exclusive conventional products through Fannie Mae and Freddie Mac. This session will cover:

- Conventional products tips
- Credit/DTI requirements
- New Conventional Cash to Close Grant
- Benefits of Up Front Paid MI/Lender Paid MI

Recommended for any lending partner who wants to learn more about conventional loan products

11:10 a.m.-11:50 a.m.: Conventional Products Discussion

Join us for a discussion on how conventional products are working for you and your borrowers. We want to hear from you on:

- What's working?
- What's not working?
- What can we share with Fannie Mae and Freddie Mac?

We will answer questions, record feedback, and discuss the products in detail.

Recommended for any lending partner who wants to learn more and share their experience with conventional loan products

Afternoon Trainings

12:00-1:00 p.m.: Lunch with U.S. Bank (Lunch Provided)

U.S. Bank HFA Division staff will explain the post-closing process for submitting your loans for purchase and clearing loan deficiencies. This session covers: imaged files, deficiency reports, top compliance errors, tips for getting your loans purchased faster, and U.S. Bank communication tips.

Recommended for post-closing, operations managers and any lending partner who wants to learn more about U.S. Bank, HFA Division

1:10-2:10p.m.: All About Income: Calculating Income for Minnesota Housing Programs

This session provides an overview of how to successfully calculate income for Minnesota Housing loan programs. This session will focus mainly on program eligibility income for first-time homebuyer loan programs.

Recommended for underwriters, originators and processors

2:20-3:30 p.m.: Minnesota Housing Documents

Learn more about Minnesota Housing bond documents, downpayment and closing cost loan documents and how to avoid common errors when completing these forms.

Recommended for closers and post-closers, as well as title company closers and anyone else working with documents