

Mortgage Broker and Loan Officer Core Education. Professional Exam Review.

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Mortgage loan processors are in high demand! In this modern course, you'll learn all of the skills necessary to become a successful mortgage loan processor and be able to use these skills in your day-to-day working life. From how to prepare a loan package to submitting a file to underwriting and getting an "approved with conditions" status, these lectures are designed for any one who is interested in starting a career in real estate but that would prefer not to be in sales. Having closed hundreds of mortgage loans and processed many of them, he has the necessary processing knowledge to help you become a success. Managing your credit is necessary in our economy and this book teaches you to save the most on interest by having the best credit scores. Excellent marketing education. A must have for any loan officer seeking top-producer status. Far beyond overused fliers and letters. -Eiram Publishing. About the Author. SK Kenney is a top selling career education author with a proven history writing successful adult education and real estate investment training. This is an easy to understand book that will provide all the knowledge and tools you need to achieve all of your career marketing goals. Kenney is a Mortgage Professional with a proven history of success in Mortgage Banking and Brokering Management. Loan officers are typically employed by lenders or mortgage brokers. They find new clients, counsel borrowers on how to choose the best mortgage, and fill out loan applications. They typically make their money through commissions on the loans. Loan officers can also be mortgage brokers if they also process and broker loans. Loan officers are sometimes called mortgage consultants, mortgage loan originators, home loan consultants, and mortgage planners. Lenders. Lenders are the ones who front the money to fund your loan. Most consumers refer to mortgage brokers, mortgage banks and loan officers as being one in the same, without knowing the difference. But there are differences. Borrowers need to understand the differences in order to make the most informed decision when it comes to obtaining a mortgage. They can only sell products offered by their employer. Loan officers are not licensed and do not go through yearly education or certification. Mortgage Brokers. Mortgage brokers often are confused with mortgage banks, although they are very different. While a mortgage banker reviews and accepts (or denies) your home loan application directly, a mortgage broker acts as a middleman.