

Certified Mortgage Advisor - Class History

- Planning For Mortgage Advisors:
 - Part 1: Economic Concepts:
2008: Nov 5 / 2009: Feb 4; June 4; Oct 14
2010: April 7; Sept 22;
2011: March 23; September 15
 - Part 2: Comparing Mortgages:
2008: Dec 10 / 2009: Mar 4; July 15; Dec 2
2010: May 26; Nov 17
2011: May 11; November 2
 - Part 3 Marketing as an Expert:
2009: Jan 14; April 15; Sept 2
2010: Feb 10; July 14;
2011: Feb 9; July 20
- Great App System: Service:
2009: March 11; May 6; Aug 19
2010: Feb. 17; June 16; Dec 8
2011: April 6; August 17; Dec 21
- FHA Training & Reg Update:
2008: Oct 29; Dec 17 / 2009: Jan 28; Feb 25; April 8; May 13; June 24, July 29; Sept 30; Nov 18
2010: Jan 27; March 24; June 9; August 25; Nov 3
2011: Feb 2; April 20; July 13; October 19
- Understanding the Self-employed Borrower and Analyzing Tax Returns:
2009: Feb 18; April 1, June 17; August 26; October 28
2010: Feb 3, May 12, August 18
2011: Jan 19, April 13, August 24; **Dec 7**
- Rates and the Secondary Markets — Understand Your Rate Sheet & Advise Clients:
2008: Nov 12 / 2009: Feb 11; April 29; July 8; Sept 23; Nov 12
2010: March 3; July 21; Oct 20
2011: Feb 16; June 8; October 12
- Maximum Sphere Marketing - Identify, Grow and Market Value to Your Sphere:
2008: Nov 19; March 18; July 1; October 7, March 31; July 28
2011: March 2; June 29
- Laws & Ethics for Mortgage Advisors:
2008: Dec 3 / 2009: April 22; Aug 5; Dec. 22
2010: April 21; June 23; Sept 29
2011: March 16; October 5

10th Course Options

- A 10th course that will be a selection between options -
 - Option 1: Business Planning:
 - 2008: Dec 30 2009: Jan 8; Dec. 9
 - 2010: Jan 13; Dec 15
 - 2011: Jan 12; Dec. 14
 - 2012: Jan 11
 - Option 2: Management Skills For Leaders:
 - 2009: May 19; October 21
 - 2010: Dec 1
 - 2011: July 27; Nov 30
 - Option 3: Originating Refis In Today's Challenging Low Rate Environment:
 - 2009: Jan 21; March 25; June 10; November 4; April 28; June 30; Oct 13; June 22
 - Option 4: Targeting Realtors to Expand Your Purchase Market Share:
 - 2009: July 22; September 16
 - 2010: March 10; August 11
 - 2011: Jan 5; Aug 10
 - Option 5: Marketing The Homebuyer Tax Credit:
 - 2010: Jan 20
 - Option 6: Targeting and Servicing The First Time Homebuyer Market:
 - 2010: May 19
 - 2011: May 4; Nov 16
 - Option 7: Maximum Newsletter Marketing:
 - 2010: Oct 6; Dec 22
 - 2011: March 30; June 15; Sept 28
 - Option 8: Convert More Leads and Leverage for Referrals
 - 2011: March 9

Continuing Education Courses (Not Required For Certification)

- Originating Reverse Mortgages:
2009: Aug 12
- Understanding the New GFE:
2009: Dec 16
2010: Jan 13; Feb 24
- SAFE Licensing Act Update:
2010: May 5
- The New Financial Services Law & How it Affects Mortgage Lending:
2010: Sep 15
2011: Jan 26
- Overcoming Call Reluctance:
2011: May 18; Nov 9
- Public Speaking For Real Estate and Mortgage Finance Professions
2011: September 21



Certified Mortgage Advisor Program

Webinar Attendance Certification

Name _____

Date _____

Company _____

Phone*** _____

Address** _____

Email* _____

NewsletterPro Subscriber Since _____

*Email address you would like test information sent

Courses Attended (Fill in dates)

**Physical address you would like certificate sent

Planning For Advisors Part I _____

***Typical phone number you used to attend sessions

Planning For Advisors Part II _____

10th Session Options (must attend one)

Planning For Advisors Part III _____

a. Business Plan 2008/2011 _____

Rates & Secondary Markets _____

b. Leadership Skills For Managers _____

FHA Training _____

c. Originating Refinances _____

Originating The Self Employed _____

d. Targeting Realtors Market Share _____

Laws and Ethics for Advisors _____

e. Marketing Homebuyer Tax Credit _____

Great Application System: Service: _____

f. Targeting First Time Homebuyer Market _____

Maximum Sphere Marketing _____

g. Maximum Newsletter Marketing _____

h. Convert More Leads and Leverage _____

I _____ hereby certify that I have attended above reference courses and request that a test is sent to me so that I can complete requirements for the Certified Mortgage Advisor Program by taking the Final Exam. I understand that OriginationPro Mortgage School will check records of my attendance and **I must be a NewsletterPro Marketing System Subscriber for six months before certification is achieved unless I purchased the CMA Course.**

_____ (box must have an x marked in order for certification to be complete.)

This certification is to be filled out by computer and emailed to success@hershgroup.com (no faxes or handwritten documents will be accepted)

**The test will consist of 50 multiple choice questions. The test is "open book" and requires an 80.0% correct score to achieve certification. The test may be taken as many times as necessary, however, if the student does not pass after the second try, they must retake one additional webinar and wait 30 days. The third try will include another version of the test.*