

PUTTING THE PIECES TOGETHER

Discover how to build lasting relationships with real estate agents **IN 5 EASY STEPS!**

The ***Putting the Pieces Together*** training program is packed with information, ideas and most important, **OPPORTUNITIES.**

Putting the Pieces Together consists of 5 books:

Book 1 – Understanding the Mortgage Cycle,

examines the fundamental stages in the lifecycle of a mortgage.

Book 2 – Taking the Loan Application,

explores the framework on which the mortgage loan file is built.

Book 3 – Processing the Loan Application,

explains the relevance of processing and documentation to substantiate borrower data.

Book 4 – Evaluating Credit, Capacity, Capital & Collateral,

explores The Four Cs individually and collectively as a means to making sound mortgage decisions.

Book 5 – Understanding How Mortgage Insurance Works,

defines MI's place in the mortgage process and the value it brings borrowers and lenders.

The program explores and explains the main pieces of the home-buying process (from taking a loan to closing, servicing and selling it). It's perfect for you to create an educational opportunity for real estate agents while building partnerships with them. The program is thorough, yet easy to understand for those not familiar with the whole mortgage process.

Use ***Putting the Pieces Together*** to schedule regular training sessions with real estate agents. Present them with tools and information that will prove valuable in their daily work. And as you guide real estate agents to a better understanding of the mortgage process, you will also be building partnerships. Consequently, they could help lead you to new home buyers. Their customers could also become your customers!



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go online at chelseagroton.com
or call (860) 448-4100.