

MMFPA
Ruth MacGregor
P O Box 1452
Superior WI 54880

Minnesota Mortgage Foreclosure Prevention Association

Presents:

Solving the Foreclosure Puzzle

August 23-27, 2010

8555 Eagle Point Blvd, Lake Elmo, MN 55042

Phone (651) 734-4040



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Registration deadline:

August 6, 2010

Who Should Attend?

- Foreclosure Prevention Specialists
- Housing and Financial Counselors
- Social Service Providers
- Real Estate Professionals
- Mortgage Bankers
- Attorneys



Foreclosure Prevention Seminar Series

Seminar Dates:

April 20-24 2009

Day 1:	Monday, August 23rd	-	
		8:00 AM – 10:00 AM	Introduction to the MMFPA
Session 1		10:15 AM - 11:45 PM	Basic Financing Mortgage Note Payment Calculation
Session 2		1:00 PM - 5:00 PM	Predatory Lending / Legal Referral Procedures
Day 2:	Tuesday, August 24th		
Session 1		8:00 AM - 12:00 PM	Bankruptcy
Session 2		1:00 PM - 5:00 PM	Financial Management Credit Reports
Day 3:	Wednesday, August 25th		
Session 1		8:00 AM – 3:00 PM	Alternatives to Foreclosure Loss Mitigation Tools Mortgage Negotiation Scams
Session 2		3:15 PM - 5:00 PM	Pre Foreclosure Sales/Short Sales
Day 4:	Thursday, August 26th		
Session 1		8:00 AM - 12:00 PM	The Foreclosure Process Contract for Deed - Understanding
Session 2		1:00 PM - 5:00 PM	Equitable Mortgage Quit Claim Deed Status of the Second Mortgage Buying Second Mortgage at a Discount Specified Bids
Day 5:	Friday, August 27th		
Session 1		8:00 AM - 9:45 AM	Lender Servicing and Collections Attitude and Environment that Servicers work in
Session 2		10:00 AM - 12:00 PM	Counseling Techniques
Session 3		1:00 PM - 2:00 PM	Case Studies
Session 4		2:15 PM - 5:00 PM	Exam

Fee for Entire Series - \$350

Note: Continuing Education Credits-The MMFPA is in the process of applying for CE Credits for Real Estate Professionals, Lawyers and Social Workers. The number of CE Credits for this course is-"To Be Determined".

Day 1

Introduction

- Who and what is MMFPA-Mission Statement
- What is a Foreclosure Prevention Counselor
- Legal, liability & ethical issues

Basic Financing

- What is a Mortgage Banker
- Applying for a mortgage
- Mortgage documents and calculations
- Mortgage servicer, investor and insurer
- Overview of numerous mortgage products
- Payment Calculations

Predatory Lending

Day 2

Bankruptcy

- Bankruptcy overview
- Chapter 7 Liquidation
- Chapter 13 Reorganization
- What is an automatic stay
- Bankruptcy as a tool for preventing foreclosure

Financial Management

- Preparing a realistic budget
- Tools for understanding and improving money management skills
- Prioritizing debts
- Dealing with credit cards
- Dealing with student loans

- Building assets

Credit Reports and Your Credit

- Credit reports
- Credit scoring
- Credit report errors
- Repairing and rebuilding credit
- Identity Theft

Day 3

Alternatives to Foreclosure

Information about Loss Mitigation from:

- HUD/FHA Insured Loans
- USDA Rural Development
- Veterans Affairs (VA Guarantee Loans)
- Conventional and Non-Prime Loans

Pre-Foreclosure Sales

Day 4

The Foreclosure Process

- Mortgage foreclosure by advertisement
- Calculating reinstatement and redemption amounts
- Foreclosure by action process
- Contract for deed cancellations
- Foreclosure by homeowners association
- Foreclosure by judgment creditors
- IRS and Department of Revenue Seizures
- Property tax forfeitures
- Equitable Mortgage
- Quit Claim Deed
- Status of Second Mortgage
- Buying a second mortgage at a discount
- Specified bids

Day 5

Lender Servicing and Collections

- Life cycle of a mortgage
- The various departments within servicing
- The collection process
- Loss mitigation from the servicers perspective

Counseling Techniques

- Working with clients under stress

Practical Case Studies

- Group exercises and role-playing of situations commonly faced by foreclosure prevention specialists.
- How to have non-judgmental, reality-based conversations.
- Motivate clients to action, even when faced with no option except losing their home.

Exam

- Only participants who have attended the entire series of courses will be eligible to take the exam.
- Participants who receive an exam score of 70% or better will receive an Award of Achievement as a Foreclosure Prevention Specialist.
- Participants who do not receive a passing score will have one opportunity to retest. This must be completed within one year.

All electronic devices including cell phones must be turned off during every session. Cell phones may be used only during breaks.

Please note you must come on time for each session and complete all sessions in order to take the exam at the end of the training.

Bremer Bank Service Center Driving Directions

8555 EAGLE POINT BOULEVARD
LAKE ELMO, MN 55042

(651) 734-4040

FROM THE NORTH

TAKE 1-694 EAST
TAKE I-94 EAST EXIT
TAKE THE RADIO DRIVE/HWY 13 EXIT
TURN LEFT ONTO HWY 13
TURN RIGHT ONTO HUDSON ROAD (THIS IS THE NORTH FRONTAGE ROAD TO I-94)
TURN LEFT INTO EAGLE POINT BUSINESS PARK
BUILDING IS ON RIGHT SIDE

FROM THE SOUTH

TAKE 1-494 EAST
TAKE I-94 EAST EXIT
TAKE THE RADIO DRIVE/HWY 13 EXIT
TURN LEFT ONTO HWY 13
TURN RIGHT ONTO HUDSON ROAD (THIS IS THE NORTH FRONTAGE ROAD TO I-94)
TURN LEFT INTO EAGLE POINT BUSINESS PARK
BUILDING IS ON RIGHT SIDE

FROM THE EAST

TAKE I-94 WEST
TAKE THE RADIO DRIVE/HWY 13 EXIT
TURN RIGHT ONTO HWY 13
TURN RIGHT ONTO HUDSON ROAD (THIS IS THE NORTH FRONTAGE ROAD TO I-94)
TURN LEFT INTO EAGLE POINT BUSINESS PARK
BUILDING IS ON RIGHT SIDE

FROM THE WEST

TAKE 1-94 EAST
TAKE THE RADIO DRIVE/HWY 13 EXIT
TURN LEFT ONTO HWY 13
TURN RIGHT ONTO HUDSON ROAD (THIS IS THE NORTH FRONTAGE ROAD TO I-94)
TURN LEFT INTO EAGLE POINT BUSINESS PARK
BUILDING IS ON RIGHT SIDE



Minnesota Mortgage Foreclosure Prevention Association 2010 Foreclosure Prevention Specialist Training Course

SCHOLARSHIP APPLICATION

Type of request: _____ Individual
_____ Non-Profit Organization
_____ For Profit Organization

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(Please Print)

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Individual's Name: _____

Agency's Name: _____

Address: _____

Telephone: _____ Fax Number: _____

E-mail: _____

Job Title: _____

Job Description: _____

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Reason for requesting scholarship: _____

What are the primary services provided by your agency? _____

P

What geographic areas does your agency serve? _____

Approximately how many families or individuals with foreclosure issues are served by your agency each year? _____

How long has your agency been doing foreclosure prevention work? _____

How many staff members have the MMFPA Foreclosure Prevention Specialist Certification? _____

Has a staff person from your agency ever received a scholarship from MMFPA? _____

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Scholarship Application Deadline: August 6, 2010

Mail or email application to: Ruth MacGregor

MMFPA

P O Box 1452

Superior WI 54880

(218) 269-1754

MMFPA@clearwire.net

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