



# The Future of Mortgage Lending

September 24, 2013 ▪ 8:30am - 3:30pm

Baton Rouge Marriott ▪ Baton Rouge, LA

Between January 10 and January 20, 2013 the Consumer Financial Protection Bureau (CFPB) published more than 3,500 pages of new regulations to implement provisions of the Dodd-Frank Act. Another round of new regulations is expected in September and more will follow in the next few years.

This program covers issues that will have a significant impact on the future of mortgage lending. Some lenders have already determined that dropping mortgage lending is the best course of action for their institutions. A few are restructuring their mortgage operations. Others are excited about mortgage lending in a recovering market.

Management needs to determine:

- ◆ Whether to continue to offer mortgage loans
- ◆ What mortgage products to offer
- ◆ How to price mortgage products
- ◆ Whether to sell loans or keep them on the books of the financial institution

## Workshop Topics

- ◆ The Sheer Volume of Change
  - ◇ January 2013 - 3,500 + pages of final regulations
  - ◇ January - September 2013 - Numerous proposals to change the January final rules
  - ◇ September 2013 - Several thousand additional pages of new final regulations are expected
  - ◇ Late 2013 through 2015 - Several additional final rules are expected.
- ◆ Earlier Disclosures or Delayed Closing?
  - ◇ Various new and revised disclosures are required earlier than current disclosures. In many cases earlier disclosures will result in delayed closings.
- ◆ Higher-Priced Mortgage Loans, Higher Priced Covered Transactions and High-Cost Mortgages
  - ◇ Each loan type is defined and the associated burden is explained.
- ◆ Balloon Loans
  - ◇ When balloon loans may be made and under what limitations
    - Current rules
    - New rules
- ◆ Determining the Borrower's Ability to Repay (ATR) & QM
  - ◇ Lending under the six options
  - ◇ The pros and cons of Qualified Mortgages (QM)
  - ◇ Calculating Points & Fees
  - ◇ What is a QM and what is a Qualified Residential Mortgage (QRM)?
- ◆ Small Servicer Exemption
  - ◇ Exempt from what?
  - ◇ Determination of exemption status

This program covers the most important issues facing mortgage lending at this time. Several of the final rules were effective on June 1, 2013. Most of the rules are effective in January 2014. Upon completion of the program attendees are able to:

- Understand these significant issues
- Engage in a discussion regarding the future of mortgage lending in his or her financial institution

## Who Will Benefit

This program is designed for directors, senior management, compliance officers, and others who manage the mortgage lending function.

## Registration Fee

\$225, per LBA member

\$425, per non-member

## Workshop Instructor

**Jack Holzknecht** is a principal with Pegasus Educational Services, LLC. He has been delivering the word on lending compliance for 37 years. In 32 years as a trainer over 120,000 bankers (and many examiners) have participated in Jack's live seminars and webinars. Jack's career began in 1976 as a federal bank examiner. He later headed the form, software and education divisions of a regional consulting company. There he developed loan and deposit form systems and software. He also developed and presented training programs to bankers in 43 states. Jack has been an instructor at compliance schools presented by several state bankers associations. He developed and delivered compliance training for the FDIC for ten years. Jack is a Certified Regulatory Compliance Manager and a member of the National Speakers Association. He is also a "BOL Guru" at <http://www.bankersonline.com>.



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## Registration Form

Name	Email Address
Mr./Mrs./Ms. _____	_____
Mr./Mrs./Ms. _____	_____
Mr./Mrs./Ms. _____	_____
Bank _____	
Address _____	
City/State/Zip _____	
Phone _____	Fax _____

### Payment Options

Check (Made payable to the Louisiana Bankers Association)

Visa                       MasterCard                       American Express

Card # \_\_\_\_\_ Expiration Date \_\_\_\_\_

Credit Card Billing address \_\_\_\_\_

Name on Card (Please Print) \_\_\_\_\_

Signature \_\_\_\_\_ Amount to be Charged on Card \$ \_\_\_\_\_

- I am unable to attend. Please send me \_\_\_\_\_ copies of the manual for :
- \$150 (member fee)     \$350 (non-member fee)  
 (includes shipping and handling)
- This training will be covered under SBET (Small Business Employee Training Program).  
 Please send me necessary documentation for reimbursement.

**\*Manuals will be shipped after the seminar.**

### Location

Baton Rouge Marriott  
 5500 Hilton Avenue  
 Baton Rouge, LA 70808  
 225-924-6500

### Registration Fee

\$225, per LBA member  
 \$425, per non-member

### Agenda

8:15 a.m.	Registration
8:30 a.m.	Program Begins
12:00 p.m.	Lunch
3:30 p.m.	Program Adjourns

### Cancellation Policy

Due to commitments we must make to secure a class, we need your help. If you must cancel your registration, please do so at least 3 business days prior to the seminar date to avoid a \$100 cancellation fee. Any registrant who does not cancel will be billed the full registration fee and sent the manual. Substitutions are welcome at no additional charge.

### Hotel Information

Baton Rouge Marriott  
 5500 Hilton Ave  
 Baton Rouge, LA 70808

For reservations, please call the hotel directly at 225-924-5000 and mention the group code **LVK**, or mention the Louisiana Bankers Association special room rate of \$129.

**Submit registration and view rosters in the Education Section of LBA's Website, [www.lba.org](http://www.lba.org).**