
Construction to Permanent Lending Under the New CFPB Mortgage Rules



Thursday, FEBRUARY 6, 2014

2:00 pm – 3:30 pm Central

For many years, construction/permanent lending has been the primary vehicle for construction lending. The “one-time” closing made it easier for the financial institution and easier for the consumer. Unfortunately, the new CFPB rules make construction/permanent lending problematic at best, and impossible at the worst. Construction-only followed by permanent financing (two closings) is the best way to avoid regulatory problems and improve profitability. That is because construction-only and construction/permanent lending have unique features and are treated differently.

Regulation Z has made dramatic changes to the product offering decision through the Dodd-Frank rules. This webinar will focus on the reasons for doing construction-only loans followed by permanent financing, the financial incentives to do so, and the proper approaches to avoid regulatory issues. Since Regulation Z and Dodd-Frank implications have the greatest impact, the majority of the presentation will focus on those issues. However, the webinar will also include material regarding construction loans and RESPA, as well as the income issues from the standpoint of FASB 91.

HIGHLIGHTS

- Construction/permanent loans and Dodd-Frank points and fees impact
- Construction/permanent loans and higher-priced mortgage loans
- The impact of RESPA on construction loans
- The effect on institutional income
- The construction-only vs. construction/permanent product decision
- **TAKE-AWAY TOOLKIT**
 - Employee training log
 - Quiz you can administer to measure staff learning and a separate answer key

Attendance verification for CE credits provided upon request.

WHO SHOULD ATTEND?

This informative session is designed for staff that make product decisions for your financial institution, as well as all personnel involved in the construction-only or construction/permanent loan process.

ABOUT THE PRESENTER – Bill Elliott, CRCM, Young & Associates, Inc.

Bill Elliott has over 30 years of banking experience. As a senior compliance consultant and manager of the compliance division with Young & Associates, Inc., Bill works on a variety of compliance-related issues, including leading compliance seminars, conducting compliance reviews, conducting in-house training, and writing compliance articles and training materials.

Bill's career includes 15 years as a compliance officer and CRA officer in a large community bank, as well as working at a large regional bank. He has experience with consumer, commercial, and mortgage loans, and has managed a variety of bank departments, including loan review, consumer/commercial loan processing, mortgage loan processing, loan administration, credit administration, collections, and commercial loan workout.

THREE REGISTRATION OPTIONS

1. LIVE WEBINAR

Member Price \$230
NonMember Price \$275

The **live webinar** option allows you to have **one telephone connection for the audio portion and one Internet connection (from a single computer terminal)** to view online visuals as the presentation is delivered. You may have as many people as you like listen from your office speaker phone. Registrants receive a toll-free number and pass code that will allow entrance to the seminar. The session will be approximately 90 minutes, including question and answer sessions. Seminar materials, including instructions, PIN number, and handouts will be emailed to you prior to the broadcast. You will need the most-current version of Adobe Reader available free at www.adobe.com.

Check - This Option

2. ON-DEMAND WEB LINK & FREE CD ROM*

Member Price \$230
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Can't attend the live webinar?
The archived webinar is a recording of the live event, including audio, visuals, and handouts. We even provide the presenter's email address so you may ask follow-up questions. Approximately one week prior to the webinar, you will receive an email with the archived webinar link. This webinar link can be viewed anytime 24/7, beginning 6 business days **after** the webinar and will expire 6 months after the live program date.

As an added bonus, you will also receive a FREE audio/visual CD ROM.* The CD ROM includes the original audio/visual presentation, the question and answer sessions, and the handouts. Use the archived webinar or this "off-the-shelf" training program for those that could not attend the live seminar and for future training.

Check - This Option

3. BOTH LIVE WEBINAR & ON-DEMAND WEB LINK (INCLUDES FREE CD-ROM*)

Member Price \$300
NonMember Price \$350

Options 1 and 2

The archived webinar (including the free CD ROM) may ONLY be ordered for 6 months following the webinar. Neither the link nor CD will be available after this time.

***CD ROM for Mac and PC use only**

Convenient! Listen on your iPad, iPhone, Android - Instructions will be emailed to you with the on-demand link .

Note: All materials are subject to copyright. Transmission, retransmission, or republishing this webinar to other institutions or those not employed by your financial institution is prohibited. Print materials may be copied for eligible participants only.

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TO REGISTER

- **By Mail:** Community Bankers Financial Education, 455 S. Junction Road, Suite 101, Madison, WI 53719
- By Fax: 608 / 833-8114 QUESTIONS - call 608/ 833-2384
- **On Line:** [Click Here](#) Your Log-In ID Number is the same as your bank's FDIC Cert. Number.

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