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**Where You'll See Our Name**

**Federal Reserve Bank  
of Boston**

*Introduction to FHA Seminar*

**Mortgage Bankers Assoc.  
of America**

*Author of 12 educational  
publications on fair lending,  
processing, fraud detection,  
reverse mortgages & international  
mortgage banking*

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*For community-based institutions, FHA mortgage lending  
authority is not a product option— it's an imperative for  
helping to sustain our neighborhoods.*

Bankers Advisory assists banks, thrifts and credit unions in obtaining approval to originate mortgages insured by the FHA. Lenders that operate under HUD's Supervised Correspondent program may outsource the loan underwriting approval process and use private-label servicing options that enable to lender to fully maintain all aspects of their customer relationships.

## **FHA LICENSING**

Bankers Advisory helps community based institutions complete Form HUD-11701 FHA License Application. Clients receive example forms, an editable template, document checklists and explicit instructions applicable to the lender's preferred program (Mortgagee or Correspondent). Bankers Advisory gathers all pertinent information, types the application and cover letters, and ships the final package to the client for signature and delivery to HUD.

## **FHA QUALITY CONTROL PLAN**

HUD requires a written QC plan to be submitted with license applications from all supervised and non-supervised loan correspondents and mortgagees. Bankers Advisory's QC plans adhere to HUD's strict directives and cover every aspect of post-funding quality control, document reverification, trend reports, risk monitoring and compliance.

## **EDUCATION – *The Responsible Lending Series***

Bankers Advisory has authored three comprehensive manuals on FHA mortgage lending. Each 200-page manual is updated regularly and includes detailed tables of content, quick reference guide, HUD handbook content, forms, checklists, and data-entry guides for the FHA Connection.

**FHA MORTGAGEE HANDBOOK** – *for Lenders and Senior Management*

**FHA MORTGAGE ORIGINATION** – *for Originators and Processors*

**FHA AUDIT & ASSESSMENT GUIDE** – *for CPAs and Auditors*

## **QUALITY CONTROL COMPLIANCE**

Bankers Advisory provides monthly or quarterly quality control file reviews and a full set of reports in accordance with HUD's requirements for post-funding quality control. Additional compliance services include telephone and e-mail support to answer technical underwriting questions, assistance with submission of management reports to HUD via the FHA Connection, and HUD-mandated monitoring of the lender's activity on HUD Neighborhood Watch.

Outsource QC clients send photocopy or scanned image copies of their closed loan files to Bankers Advisory's operations center in Belmont, Massachusetts.

Internal QC is an option for lenders who complete file reviews and re-verification steps internally and utilize Bankers Advisory's proprietary reporting systems to generate analytical & trend reports. Under this option, borrowers are given a unique identifier and no confidential consumer information is exposed.

All clients receive a quarterly *Executive Summary*, a quality standards and peer analysis report formatted for executive board presentation.

Since 1986, Bankers Advisory's auditing and consulting services have helped hundreds of mortgage lenders achieve high standards of credit quality and employee proficiency. We have educated thousands of employees and audited more than 100,000 mortgage files. Bankers Advisory has an unparalleled reputation of excellence among industry agencies and investors.

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