



## Mortgage management



This course is designed to provide an understanding of the underlying business strategies critical to a successful mortgage business.

It describes how the key external and internal players contribute to a successful and profitable business proposition through different economic cycles and in different competitive cycles.

### Program Objectives:

- Acquire knowledge of the mortgage business and risk management tools necessary to evaluate the feasibility of establishing/expanding the mortgage business in their markets.
- Recognize, measure and control risks to Mortgage business caused by: economy, legal/regulatory/political, competition, sourcing and target market strategies, product, funding and credit cycle.
- Understand how changes to any one risk source impact other risks and the underlying profitability of the business.
- Be able to successfully manage risk through use of: MIS, Portfolio Management techniques, Product Approval Programs Operational control and Infrastructure investment.



## Who should attend?

- Business Managers responsible for mortgage business
- Sales, Credit, Operations and other staff supporting the mortgage business
- Compliance officers, internal auditors and operational risk managers
- Marketing team, fraud managers and collection managers



## Course Delivery:

- Core techniques: Lecture, group exercises and case studies
- Additional options: Computer simulation, pre-course reading, Daily & Final exams
- Duration: One day.

## Course Delivery Options:

- Client can include special topics presented by its staff or incorporated into material
- Use of daily and final exams to test knowledge and identify areas for special focus
- Pre-course assignments to cover basic information outside of the classroom.
- On-site consulting by the instructor immediately after the course or as a follow-up