

★ LOAN OFFICER TRAINING ★

THE MORTGAGE INDUSTRY IS HOT... GET A PIECE OF THE ACTION!

Get a *working knowledge* of the mortgage industry

Learn how to *target and close* your customers

Master the learning curve quickly

Accelerate your pay scale

Improve your employability and your worth

Love what you do

CAREER TRAINING

BASIC LOAN OFFICER TRAINING \$299/PERSON*

- Review mortgage documents and learn how to pre-underwrite and originate loans
- Understand terminology, forms, products, and industry guidelines & standards
 - Understand the Principals of Lending and Loan Pricing
 - Learn the correct way to complete a Good Faith Estimate
 - Complete real-life case studies
 - Distinguish 'hot leads' from 'impossible deals'
 - Develop sales methods to increase commissions
- Learn how to make prospects into customers into loyal advocates

TWO TIMES & LOCATIONS TO CHOOSE FROM:

MARCH 17 & 18, 2003

9 a.m. - 5 p.m.

Holiday Inn - I-25 & Mulberry
Fort Collins, CO

MARCH 24 & 25, 2003

9 a.m. - 5 p.m.

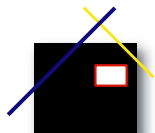
The Pinnacle Club
Denver, CO



WHETHER YOU ARE LOOKING TO GET INTO THE MORTGAGE INDUSTRY, CHANGING CAREERS,
OR LOOKING TO ADVANCE AT YOUR CURRENT JOB, LEADING EDGE MORTGAGE SERVICES & SUPPORT
WILL EQUIP YOU WITH THE KNOWLEDGE & SKILLS TO SUCCEED!

Register today - space is limited!

CALL 303.617.7893.



LEADING EDGE
Mortgage Services & Support, LLC

www.mortgagesupport.biz

Mention this ad
and get \$25 off
per attendee!

*Discounts available for two or more students registering from the same company or one student registering for