



**American School of Business**

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May 2019

**Real Estate, Insurance, Mortgage, Appraisal & Securities  
Licensing, Continuing Education & Exam Prep  
In-Class, On-Line & On-Site**

# Mortgage Loan Originator **SAFE** Comprehensive Course

## Student Information Guide

Corporate Headquarters  
194 Route 46 East, Fairfield, NJ 07004

Office Hours  
Mondays & Tuesdays 8:30am-6:30pm  
Wednesday, Thursday s & Fridays 8:30am-4:30pm

Phone 973-244-0333  
Fax 973-244-0246  
[www.AmericanSchoolNJ.com](http://www.AmericanSchoolNJ.com)

**Your Success is Our Goal Since 1983**

## **Important Information Regarding Attendance and Completion of Your Mortgage Training Courses**

1. Students must register with NMLS at <http://www.stateregulatoryregistry.org> to obtain an ID Number. This should be done by the 1<sup>st</sup> meeting of class. Students will then provide the instructor with the **NMLS ID NUMBER**, in order for the school to bank their credit hours.
2. Each student is to be know there NJMLS ID Number everyday when attending the class. This ID will be used as there student ID number. Please write your Student ID# in your textbook. You will be required to write the complete nine digit ID# on the Attendance Sheet during every session of class in order to get credit for being there.
3. In order to successfully complete the Loan Originator SAFE Comprehensive Courses you will be required to complete 20 hours for the National Comprehensive course. In addition we offer 4 hours for the NJ State Course and 7 hours for exam prep course. There is no exam for either course upon completion The American School of Business will provide you with a Certificate of Completion.
4. If your name and Student ID# is not clearly printed on the Attendance Sheet, you will not be given credit for that class.
5. Credit cannot be given to any student who does not attend a full session whether it be day, evening or Saturday. Meaning **NO partial credit** can be given to students who miss any portion of a session.
6. **Guarantee of Satisfaction:** You have one year from the date of enrollment to compete your course. If you do not complete the course within one year, you will have to re-register and begin accumulating the required hours again. If the above situation occurs, a discount of approximately 15% will be given off the current tuition within one year of expiration.
7. Students for any of our Mortgage Training Courses are entitled to attend makeup classes at any of our day, evening or Saturday programs at any of our training centers.
8. Complete information about any of our courses is available by visiting our web site at [www.americanschoolnj.com](http://www.americanschoolnj.com).



# Student Parking Guidelines

**\* Fairfield Training Center \***

Occasionally the American School of Business parking lot becomes overcrowded. When this happens we need all of our students to follow the following guidelines:

1. All cars must be parked in "lined" parking spots.
2. No student parking is permitted in the front of the building.
3. Parking on the grass or mulch is strictly prohibited.
4. DO NOT park in Employee designated areas.

## Overflow Parking:

When our parking lot is full you are asked to park on Plog Drive which is the side street next to Lombardi's Restaurant.

Turn left out of the rear parking lot onto Fairfield Road and make your first right onto Plog Road. (about 150 feet)

***Cars parked by students in non-designated areas will be subject to tow & removal at the owners expense!***



***Your Cooperation Is Greatly Appreciated!!!***



## **Inclement Weather Notice**



In the event of inclement weather you should call The American School of Business at (973) 244-0333.

Our voice message service will indicate what locations and courses will be affected by the weather. Call no more than (2) two-hours prior to the start of your scheduled class time. Please, listen to the entire message.

### **PLEASE NOTE:**

Our staff does not make individual calls to our students for cancellations or delayed openings due to bad weather conditions. You must call us as indicated above.

Thank You,  
Management

## **20-Hour Mortgage Loan Originator SAFE Comprehensive Course**

### **Course Description**

On July 30, 2008, the Housing and Economic Recovery Act (HERA) of 2008 was signed into law by President George W. Bush, marking a significant component of mortgage reform. Title V of HERA is better known as the **Secure and Fair Enforcement for Mortgage Licensing Act of 2008 (SAFE Act)**. It establishes national minimum standards for mortgage training, including pre-licensing and annual continuing education.

### **Course Objectives**

Upon completion of this course, students will be able to:

- Discuss disclosure provisions of federal laws related to mortgage lending.
- Identify procedures to protect the privacy of consumers as required by federal law.
- Define education requirements for mortgage lending professionals.
- Define ethics and discuss the purpose of codes of ethics.
- Discuss various anti-discrimination laws.
- Identify protected classes and practices in relation to fair housing and lending.
- Recognize indicators of mortgage fraud.
- Identify predatory lending practices.
- Identify the characteristics of a conventional loan.
- Contrast conforming and nonconforming loans.
- Identify qualifying standards for FHA-insured loans.
- Identify qualifying standards for VA-guaranteed loans.
- Identify guaranteed and direct loan options available through Rural Development.
- Describe the advantages and disadvantages of buydown plans.
- Identify the elements that make up an adjustable rate mortgage.
- Discuss agency guidelines on lending and subprime loans.
- Identify historical events affecting today's mortgage industry.
- Contrast the primary mortgage market and secondary mortgage market.
- Define the various roles that mortgage professionals play.
- Identify the steps in the loan process.
- Discuss the information necessary to complete a standard loan application.
- Identify criteria for evaluating borrowers.
- Calculate income and total debt ratios.
- Define the purpose of different types of mortgages.
- Identify typical mortgage clauses.

- Discuss the use of private mortgage insurance.
- Identify the essential elements of a valid contract.
- Distinguish among the different forms of deeds.
- Discuss various types of liens and easements and their impact on property.
- Describe how several broad factors and specific principles impact the value of property.
- Identify the steps necessary to complete a real estate appraisal.
- Contrast the three appraisal approaches used to arrive at an opinion of value.

**Who is required to take this course**

All Mortgage Originators/Loan Officers/Account Executives, All Mortgage Bankers and Brokers.

**Income Potential**

Unlimited



## Chapter One: Introduction

### 1.1 Overview

On July 30, 2008, the President of the United States signed into law the Housing and Economic Recovery Act of 2008. Title V of the Act, entitled The Secure and Fair Enforcement for Mortgage Licensing Act of 2008 (SAFE Mortgage Licensing Act), recognizes and builds on states' efforts to enhance consumer protection, and reduce fraud, by requiring ALL mortgage loan originators to be either state-licensed or federally registered. Under the SAFE Mortgage Licensing Act, all states must implement a Mortgage Loan Originator (MLO) licensing process that meets certain standards through the NMLS (Nationwide Mortgage Licensing System & Registry). The Act requires all MLOs seeking state-licensure to pass the NMLS-developed SAFE Mortgage Loan Originator Test with a score of 75% or better.

The NMLS has an online Resource Center available to companies, regulators and individuals to provide information and guidance on state participation, testing, pre-licensing and continuing education, and system-related updates. In addition to reviewing this MLO Testing Handbook, it is recommended that candidates visit the [NMLS Resource Center](#) for more information.

### 1.2 Test Specifications

As of September 1, 2018, the SAFE Mortgage Loan Originator Test consists of the following:

Test	# of items	Test Length	Appointment Length*	Cost	
National Test	125 total; 115 scored	190 minutes	225 minutes	\$110	

\* Each test appointment includes an additional 30-35 minutes for completing a tutorial and an optional candidate survey.

**Note:** The ten pre-test (un-scored) questions appearing on the test do not affect the candidate's score or the pass/fail result. These pre-test questions are being pilot tested for future use. Once these pre-test questions are adequately tested, these questions will be considered for use as scored test questions on future NMLS tests. The pre-test questions appear on the test in random order. The candidate will not know which questions are pre-test and which questions are scored.

# The Chapters in this order will be taught:

Monday:

- Chapter 1 – Mortgage Lending Overview
- Chapter 2- The Mortgage Lending Process
- Chapter 3- Finance Instruments
- Chapter 4- Conventional Loans/Financing
- Chapter 5 – Government Loan Program

Homework: Read the Summary pages at the end of each Chapter that you did in class that day. (Chapter 1,2,3,4,5) Work on all the applied your knowledge, quizzes in the chapter and end of chapter test. All answers are in the back of the book.

Tuesday:

Go over Homework if need to. Instructor will ask if there are any questions on the homework assignment and will go over those questions.

- Chapter 6- Nontraditional/Non-Conforming Loans and Financing
- Chapter 7- Federal Financial Disclosure Laws
- Chapter 8- Federal Privacy Protection and Consumer Identification Laws
- Chapter 9- Predatory Lending
- Chapter 10- The Safe Act

Homework: Read the Summary pages at the end of each Chapter that you did in class that day. (Chapter 6,7,8,9,10) Work on all the applied your knowledge, quizzes in the chapter and end of chapter test. All answers are in the back of the book.



Wednesday:

Go over Homework if need to. Instructor will ask if there are any questions on the homework assignment and will go over those questions.

- Chapter 11- Ethics in Mortgage Lending
- Chapter 12- Uniform State Test
- Chapter 13- Selected Consumer Protection Regulations
- Chapter 14- Financials & Calculations Review
- Chapter 15- The Successful Mortgage Loan Closing

Homework: Read the Summary pages at the end of each Chapter that you did in class that day. (Chapter 11,12,13,14,15) Work on all the applied your knowledge, quizzes in the chapter and end of chapter test. All answers are in the back of the book.

Thursday:

Exam Prep Day

- Review MLO Refresher
- Students in groups until 2:00 pm
- 2:00 pm go over the answers with the group
- 2:30 pm give Final Exam that would be graded and given back to student to use to study.

Friday:

NJ State Specific

**Order Today!**  
**800-288-5154**

# **Mortgage Course Students**

**Exam Preparation & Supplemental Materials**  
**Designed for Real Estate & Mortgage Professionals!**

## **National Mortgage Lending CompuCram Online: \$169**

A self-paced mortgage exam question and answer software application for aiding students as they study for their mortgage lending exam. Designed specifically for the national portion of the exams, this product was written by a team of experts all of whom are working professionals with up-to-date knowledge and experience in the industry. Key Features: 500 mortgage exam questions written in the style of the mortgage exam, Hundreds of highlighted glossary terms are available for quick reference within the questions and answers, Study tips to help your students prepare for their mortgage lending exam, All questions have rationales to help explain the concept behind the answer, Timed exams help simulate the real exam by developing time management skills between questions, All final exams are graded and categorized to help identify problem areas

## **Mortgage Loan Originator Review Crammer Workbook: \$45**

Review Crammer is designed to prepare you with the knowledge you need to pass the National Loan Originator Test, which is mandated by the Secure and Fair Enforcement for Mortgage Licensing Act of 2008 (SAFE Act). Highlights include a thorough review of federal mortgage lending-related laws, including the Truth in Lending Act, the Real Estate Settlement Procedures Act, the Equal Credit Opportunity Act, the Fair Credit Reporting Act, and others; a summary of key concepts related to mortgage lending, for example, conforming vs. nonconforming loans, adjustable rate mortgages and nontraditional mortgage loan products, and general real estate terms; an overview of the mortgage loan origination process, including qualifying standards, loan programs, settlement procedures, and lending calculations; and a review of ethical issues, including a summary of laws related to fair lending and discussions on mortgage fraud and predatory lending.

## **Qualifier Plus IIIx Calculator - \$65**

- Mortgage Loan Qualifying Calculator for Real Estate Pro's.
- The Qualifier Plus IIIx helps you pre-qualify your clients so you can find them the most affordable mortgage or property.
- This calculator is the most easiest and complete real estate finance calculator on the market.
- Features include easy qualification solutions, instant mortgage finance solutions, complete taxes and insurance for true PITI payments, automatic sales price & down payment calculations, easy amortization, balloon payments and more.

**How  
to  
Order**

1. Call 1-800-288-5154 to have your order shipped to you at home or work.
2. Mail the below order form with full payment to:  
American School, 194 Route 46 East, Fairfield, NJ 07004
3. Fax the below order form to 973-244-0246. Please include credit card information.
4. Please Add \$10.00 for Shipping & Handling
5. There are no refunds or exchanges on study materials

**Mortgage Order Form:**     CompuCram On line     Review Crammer Workbook  
 Qualifier Plus IIIx Calculator

Name \_\_\_\_\_ Student ID# \_\_\_\_\_

Shipping Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ ZIP CODE \_\_\_\_\_

Day Phone \_\_\_\_\_ Evening Phone \_\_\_\_\_

Credit Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_

Amount Enclosed \$ \_\_\_\_\_ Signature \_\_\_\_\_ Date \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_