



8 Hour SAFE Comprehensive: Practical Application for MLOs Syllabus

Course Description and Purpose

This course satisfies the requirements set forth by the Secure and Fair Enforcement Mortgage Licensing Act for a comprehensive 8-hour continuing education course for mortgage loan originators. The course covers content under topics on: Ethics on mortgage fraud (2 hrs), federal laws including Dodd-Frank, anti-discrimination, TILA, and RESPA (3 hrs), non-traditional on construction loans and FNMA conversion financing (2 hrs), and an elective on recovering credit and credit scores (1 hr).

Course Provider

Gold Coast Professional Schools
5600 Hiatus Road
Tamarac, FL 33321
(800) 732-9140

Instructor Contact Information

Instructor: Dan Flietstra
Email: dflietstra@goldcoastschools.com
Phone number: (954) 830-2578

Instructor Background

- Mortgage License Instructor 1994 – present
- Qualified expert witness 1994 – present (Dade county circuit court Re: RESPA)
- Chairman of Education Committee for Broward Chapter of Florida Association of Mortgage Professionals (FAMP), 2012 - present
- Mortgage Loan Originator License, 2011 - present
- Florida Mortgage Broker License, 1993 – 2011
- Florida Mortgage Broker Business License, 2007 – 2010
- Florida Mortgage Lender License, 1994 – 2007
- Author of Gold Coast Professional School 2011 8-Hour Annual MLO Fundamentals: Florida SAFE Act Comprehensive Course (course number 2402).
- Title Agent 1996 - 2006



Course Dates, Times, Locations:

Mortgage Loan Originator Continuing Education Course				
1 Day Days Vary 9:00a – 6:00p				
Doral	North Dade	Broward	Boca Raton	Lantana
Aug 29	Sept 13	Sept 7	Sept 8	Sept 6
Oct 5	Oct 19	Oct 7	Oct 2	Oct 4
Oct 29	Nov 12	Nov 2	Nov 3	Nov 15
Nov 23	Dec 2	Dec 21	Dec 7	Dec 9
Dec 19				

Course Learning Objectives

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

- Differentiate between fraud for profit and fraud for property.
- Recognize conditions that could indicate mortgage fraud.
- Identify the participants and their roles in various mortgage fraud schemes.
- Contrast legal property flipping from illegal property flipping.
- Recognize the effects of mortgage fraud on mortgage loan originators, homeowners, consumers, and investors.
- Recognize a brief history of the Dodd-Frank Act and the mortgage market preceding its passage into legislation.
- Describe the recent changes to discrimination law and guidelines that have been implemented by HUD for the Fair Housing Act and Equal Credit Opportunity Act.
- Identify the terms and conditions of a Qualified Mortgage as determined by the Consumer Financial Protection Bureau.
- Recognize the requirements of the HOEPA amendments to the Truth In Lending Act that require a creditor to verify and document a borrower’s ability to repay a home mortgage loan.
- Identify RESPA and the updated foreclosure requirements of RESPA amendments.
- Identify the changes to Section 10 of RESPA regarding the responsibilities of mortgage loan servicers and the documentation they must provide.
- Describe the rules for compensation for a mortgage loan originator, a registered mortgage loan originator, and the new rules regarding seller financing of owner-occupied residences.
- Differentiate between loan-to-value and loan-to-cost.



- Describe underwriting concerns and criteria for a construction loan.
- Recognize pitfalls and problems in the construction loan and home building process.
- Describe the draw process through completion.
- Identify MLO obligations for the whole process.
- Differentiate the various causes for derogatory credit.
- Describe the documentation required for loan underwriting to process the recovering credit borrower.
- Explain credit re-establishment requirements for loan approval.
- Recognize credit scores and re-scoring.

Required Course Materials

The core instructional text for this course:

SAFE Comprehensive: Practical Application for MLOs.

Course Expectations

Attendance:

- Attendance is mandatory to receive course credit.

Participation:

- Active participation is required in this course. Students are expected to be actively engaged with the material, listen to and follow the directions of the facilitator (instructor), participate in group discussions and activities, and complete exercises as assigned. Internet references and resources are provided throughout the course, which offer opportunities for additional learning and information.

Behavior:

- Students are expected to be respectful when interacting with the instructor and other students in the classroom and refrain from inappropriate language or derogatory comments.
- Students are expected to refrain from texting or other electronic communication during class.
- Cell phones should be on mute or turned off.

Course Completion Requirements

Before your completion status can be transmitted to the Nationwide Mortgage Licensing System & Registry (NMLS), you are required to:

- Spend the minimum required amount of time in the course.
- Attend and participate in all course sessions.



- Complete all the required activities.

Course Evaluation

At the conclusion of the course, you will be asked to complete a Course Evaluation. If you do not complete all of the requirements, including the course evaluation, you will not get credit for this course and no results will be communicated to NMLS.

Course Outline

Course Introduction

Estimated Time	5 minutes
Topics	<ul style="list-style-type: none"> • Course Materials • Student Expectations

Module 1: Ethics: Introduction to Mortgage Fraud

Estimated Time	100 minutes
Module Topics	<ul style="list-style-type: none"> • Unit 1 – Determining Mortgage Fraud • Unit 2 – Conditions of Mortgage Fraud • Summary and Module Quiz
ACTIVITY	<ul style="list-style-type: none"> • Knowledge Check Questions • Apply Your Knowledge Activities
Unit 1 Topics Determining Mortgage Fraud	<ul style="list-style-type: none"> • What is Mortgage Fraud? • Borrower’s Role in Mortgage Fraud • Borrower Fraud Schemes • Attributes of Fraud for Property • Collusion of Industry Participants • Inflated Appraisals • Appraisal Fraud • Consumer Financial Protection Bureau • Key Indicators of Mortgage Fraud • Fraud for Profit



Module 1: Ethics: Introduction to Mortgage Fraud (cont.)

ACTIVITY	<ul style="list-style-type: none"> • Knowledge Check Questions • Apply Your Knowledge Activity
Unit 2 Topics Conditions of Mortgage Fraud	<ul style="list-style-type: none"> • Property Flipping • FHA Rules Address Flipping • Losers to Mortgage Fraud • Effect on the Public • Results of Mortgage Fraud • Combating Mortgage Fraud • Mortgage Fraud Information on the Internet • Stay Alert • Regulatory Oversight
ACTIVITY	<ul style="list-style-type: none"> • Knowledge Check Questions • Apply Your Knowledge Activity • Case Study: Flipping Scheme
Module Quiz	20 multiple-choice questions; no passing score required

Module 2: Federal Law and Regulations: Federal Law Updates for MLOs

Estimated Time	150 minutes
Module Topics	<ul style="list-style-type: none"> • Unit 1 – Dodd-Frank Act • Unit 2 – Federal Anti-Discrimination Laws • Unit 3 – Repayment and Mortgage Rules • Unit 4 – Overview of Real Estate Settlement Procedures Act • Unit 5 – Loan Officer Compensation • Summary and Module Quiz
ACTIVITY	<ul style="list-style-type: none"> • Knowledge Check Questions • Apply Your Knowledge Activities

Module 2: Federal Law and Regulations: Federal Law Updates for MLOs (cont.)

Unit 1 Topics Dodd-Frank Act	Overview of the Dodd-Frank Act
ACTIVITY	<ul style="list-style-type: none"> • Knowledge Check Questions
Unit 2 Topics Federal Anti-Discrimination Laws	<ul style="list-style-type: none"> • Federal Anti-Discrimination Law Updates • Fair Housing Act of 1968 • Equal Credit Opportunity Act of 1974 • Regulation C—Home Mortgage Disclosure Act-Gathering Information • Community Reinvestment Act
ACTIVITY	<ul style="list-style-type: none"> • Apply Your Knowledge Activity • Knowledge Check Questions
Unit 3 Topics Repayment and Mortgage Rules	<ul style="list-style-type: none"> • Ability to Repay and Qualified Mortgage Rule Updates • Truth in Lending Updates to HOEPA Regulations • TILA Update Regarding Escrow or Impound Accounts • TILA Update Regarding Pre-payment Penalties, Balloon Payments, and Late Fees
ACTIVITY	<ul style="list-style-type: none"> • Knowledge Check Questions
Unit 4 Topics Overview of RESPA	<ul style="list-style-type: none"> • Real Estate Settlement Procedures Act • RESPA Mortgage Sections • When RESPA Rules and Regulations Apply • When RESPA Rules and Regulations Do Not Apply • Settlement Services and Providers • Compensable Settlement Services • Understanding “Anything of Value” • Required Disclosures Under RESPA • Special Information Booklet • Good Faith Estimate • Mortgage Servicing Disclosure Statement • 2013 RESPA (Regulation X) Mortgage Servicing Final Rules • 2013 TILA (Regulation Z) Mortgage Servicing Final Rules Regarding ARM
ACTIVITY	<ul style="list-style-type: none"> • Knowledge Check Questions
Unit 5 Topics Loan Officer Compensation	<ul style="list-style-type: none"> • Loan Officer Compensation Rules • Seller Financing Rules • NMLS Uniform State Test Information
Module Quiz	26 multiple-choice questions; no passing score required

Module 3: Non-Traditional: Construction Loans

Estimated Time	100 minutes
Module Topics	<ul style="list-style-type: none"> • Unit 1 – Construction Loans and Documentation • Unit 2 – Construction Loan Insurance and Underwriting • Unit 3 – FNMA Selling Guide and Conversion Financing • Summary and Module Quiz
ACTIVITY	<ul style="list-style-type: none"> • Apply Your Knowledge Activities • Knowledge Check Questions
Unit 1 Topics Construction Loans and Documentation	<ul style="list-style-type: none"> • What is a Construction Loan? • Land Considerations • Plans • Surveys • Permits • Loan-to-Value vs. Loan-to-Cost • Contractor Approval • Equity as Down Payment • Draws: Guaranteed or Individually Approved
ACTIVITY	<ul style="list-style-type: none"> • Apply Your Knowledge Activities • Knowledge Check Question

Module 3: Non-Traditional: Construction Loans (cont.)

Unit 2 Topics Construction Loan Insurance and Underwriting	<ul style="list-style-type: none"> • Title Insurance and Other Title Issues • Other Insurance Considerations • Official Inspections • Time Delays • Cost Overruns • Underwriting: The C's
ACTIVITY	<ul style="list-style-type: none"> • Knowledge Check Questions
Unit 3 Topics FNMA Selling Guide and Conversion Financing	<ul style="list-style-type: none"> • FNMA Selling Guide • Conversion of Construction-to-Permanent Financing: Overview • Conversion of Construction-to-Permanent Financing: Single-Closing Transactions • Conversion of Construction-to-Permanent Financing: Two-Closing Transactions • Rate Locks • One-Time Construction Permanent Loan
ACTIVITY	<ul style="list-style-type: none"> • Apply Your Knowledge Activities • Knowledge Check Questions
Module Quiz	20 multiple-choice questions; no passing score required

Module 4: Elective: Recovering Credit Conditions and Scores

Estimated Time	50 minutes
Module Topics	<ul style="list-style-type: none"> • Unit 1 – Credit Delinquency and Derogatory Credit • Unit 2 – Credit Scores and Scoring • Summary and Module Quiz
ACTIVITY	<ul style="list-style-type: none"> • Case Studies • Apply Your Knowledge Activities • Knowledge Check Questions
Unit 1 Topics Credit Delinquency and Derogatory Credit	<ul style="list-style-type: none"> • Causes of Delinquency • Explanation of Derogatory Credit • Re-establishment of Credit
ACTIVITY	<ul style="list-style-type: none"> • Case Studies • Apply Your Knowledge Activity
Unit 2 Topics Credit Scores and Scoring	<ul style="list-style-type: none"> • Credit Scores • Credit Rescoring
	<ul style="list-style-type: none"> • Knowledge Check Questions • Apply Your Knowledge Activity
Module Quiz	10 multiple-choice questions; no passing score required

Module 5: Final Comprehensive Activity and Course Evaluation

Estimated Time	10 minutes
Module Content	Comprehensive Application Case Study <ul style="list-style-type: none"> • Ethics and Mortgage Fraud • Federal Law – Dodd-Frank Act • Construction Loans • Recovering Credit
ACTIVITY	4-Part Case Study
Survey	Complete a course evaluation