

AIB Certificate & Diploma Worksheets

Mortgage Lending Diploma

General Information

Social Security No: _____

Date: _____

Name: _____

Bank: _____

The AIB Mortgage Lending Diploma requires a good understanding of banking, accounting, credit analysis, and legal principles. The courses in the diploma program provide a solid foundation for learning the mortgage lending business, including aspects of underwriting, processing and servicing, and approaches to profiling mortgage prospects. The diploma is well suited to aspiring mortgage lenders and to those individuals relatively new to the mortgage area of the bank, including mortgage loan clerks, loan processors and closers.

Diploma Requirements & Eligibility

To earn a Lending Diploma all the following criteria must be met:

- Successful completion of all required programs;
- "C" average or better; and
- A grade of A, B, C, or D for all programs of 2 or more credits.

Questions?

Contact Susan Clark at 317-387-9380
or sclark@indianabankers.org

Required Programs

You must complete the following courses. Those titles with an asterik (*) may be met by transfer credit from an accredited college or university. Each course transferred must be taken for a minimum of 3 credit hours.

<i>Grade</i>	<i>Course</i>
_____	Financial Accounting (1000)*
_____	Analyzing Financial Statements*
_____	Law and Banking: Principles
_____	Principles of Banking
_____	Intro. to Mortgage Lending (7820)
_____	Effective Referrals
_____	Ethical Issues for Bankers
_____	Introduction to Relationship Selling
_____	Managing Time at Work
_____	Presentation Skills
_____	Personal Tax Return Analysis
_____	Writing Bank Correspondence
_____	Profile Mortgage Prospects

