

# NIFA HIGHLIGHTS

4.2019

## March Top Ops!

\*Recognition as a NIFA Top Op is awarded to anyone submitting Pre-Closing File Reviews with no file conditions at first review (see stats below).

JAMI KAUFMAN	Benchmark Mortgage
MARTI GARTNER	Charter West Bank
MARY MAHRT	Charter West Bank
JEANEY HARRIS	Elkhorn Valley Bank & Trust
KATHY MUHLBACH	Equitable Bank
ELISHA KONECKY	First Bank Mortgage
PAM MCDERMOTT	First Bank Mortgage
JESSICA GONZALES	First National Bank - Omaha
ANNA NELSON	First National Bank - Omaha
TIFFANY OLIVER	First National Bank - Omaha
MONICA WASKEL	First National Bank - Omaha
CHRISTY ROOKSTOOL	Gateway Mortgage Group
MEGAN KOTELMAN	Great Western Bank
KAYLA ROCKEMANN	Liberty First Credit Union
ANNE CONDON	Midwest Bank
KARLA KUHLMAN	Midwest Bank
RANDALL KORGAN	MNB Bank
BRITTANY SHERIDAN	Peoples Mortgage Company
TERRI LUTHY	Pinnacle Bank
BRANDY KUHNS	Sidney Federal Savings
MARY RUECKERT	US Bank
JEANNE BOUWENS	West Gate Bank

<b>27</b> Files submitted w/o conditions	<b>97</b> Files submitted w/o conditions	<b>181</b> Total files reviewed
<b>22</b> # of submitting processors	<b>55</b> # of submitting processors	<b>3</b> Avg. # file touches
<b>1</b> Avg. days to approval	<b>5</b> Avg. days to approval	<b>6</b> Avg. days to approval

## Total NIFA Loan Officer Specialists as of 4.1.19

# 147

## Loan Officer LEADER BOARD

<b>Amy Otto</b> Charter West Bank 6 Loans	<b>Chris Elgert</b> Lincoln Federal Savings Bank 5 Loans	<b>Monica Alm</b> American National Bank 4 Loans
<b>Barb Bulow</b> Union Bank & Trust 5 Loans	<b>Gina Sturdevant</b> HomeServices Lending 5 Loans	<b>Laura Bauer</b> First National Bank 4 Loans

\*Leader board includes loans closed thru 3.15.19 and loan officers who completed the NIFA Specialist course



## Marketing & Education

**NIFA 101 Webinar!**  
**4/10/19 @ 10AM**

**SIGN UP!**

**REGISTER TODAY!**

**2019 NIFA Lender Workshop**  
May 7th @ North Platte  
May 8th @ LaVista

**FREE FOR ALL PARTICIPATING LENDERS!!**

**Click HERE!**

**BECOME A NIFA SPECIALIST**



# CONVERSATION CORNER

4.2019

Dear NIFA Partners,

Did you know?

- To clear the condition by the NIFA Review Team for a signature on a tax return reviewed, the only page required for re-submission is the signature page? If a complete return has been submitted with the pre-closing package, NIFA does not require the entire return to be submitted a second time.
- The NIFA Review team appreciates early file submissions to alleviate the need for a rush review. As you are submitting files for review, it is critical to include as much information as possible for Income Documentation, specifically Verification(s) of Employment. NIFA programs are income based, and review of the file without the inclusion of income documentation eliminates the effectiveness of our review.
- Every month we are recognizing Top Ops and Loan Officer Leaderboard stats. Want to become a Top Op? The criteria for recognition as a Top Op requires submission of a Pre-Closing package for review that is approved with the first review. Our team wants everyone to get Top Op recognition!

## Homebuyer Stories

Do you have any great NIFA Homebuyer stories or partner testimonials that you would like to have showcased on the new NIFA homebuyer site (COMING SOON)? If so, send them to [homeownership@nifa.org](mailto:homeownership@nifa.org)



## Lender Workshop Ideas

Submit any topic requests that you would like us to cover at the 2k19 Lender Workshop to [homeownership@nifa.org](mailto:homeownership@nifa.org)

