TO: Participating Lenders  
FROM: NIFA Homeownership Team  
DATE: February 26, 2020  
SUBJECT: Update #20-04, Mandatory Lender Workshops

The Homeownership Team is very excited about the upcoming opportunity to spend time with our Participating Lenders! Our annual lender workshops are approaching fast and you do not want to miss this opportunity to learn about affordable programs and products that benefit first-time homebuyers. The registration deadline is Friday, March 6, 2020.

Attached is an agenda for your reference. The morning agenda includes speakers from NIFA, Freddie Mac, U.S. Bank and the Federal Home Loan Bank of Topeka. There is an awards ceremony recognizing Top Lenders, Top Loan Officers, Shining Stars and Top Realtors (new this year). The afternoon agenda consists of breakout sessions for sales and operations team members.

**Omaha Workshop – Monday, March 16th:**
Registration from 7:30-8:30 AM, Workshop from 8:30-3:30 PM  
La Vista Conference Center, 12560 Westport Parkway, La Vista, NE  68128  

**North Platte Workshop – Thursday, March 19th:**
Registration from 7:30-8:30 AM, Workshop from 8:30-3:30 PM  
Holiday Inn Express, 300 Holiday Frontage Road, North Platte, NE  69101  
Registration link: [https://www.nifa.org/sems/event_detail/2020LWS-Northplatte](https://www.nifa.org/sems/event_detail/2020LWS-Northplatte)

NIFA has always required at least one person from each lending institution to participate. **Lending institutions who are not in attendance will be suspended from entering new loan reservations in Lender Online until training is completed.**

Please reach out to anyone on the Homeownership Team with questions. We look forward to seeing you in March!
LENDER WORKSHOP

March 16 & March 19, 2020

7:30 – 8:30 AM  Registration & Exhibitor Networking
8:30 – 9:00 AM  Welcome & What’s New @ NIFA
  • Jacki Young
  • Amanda Wusk
9:00 – 10:00 AM  Freddie Mac - Erik Nore
NIFA is expanding our conventional program to include Freddie Mac’s HFA Advantage loan product. Learn all about product features and how to use the underwriting engine called Loan Product Advisor (LPA) to approve more borrowers.

10:00 - 10:15 AM  Break
10:15 – 10:45 AM  US BANK - Elmer Helbig & Operations Team Member by phone
The latest updates from NIFA’s master servicer, U.S. Bank. Tips on how to navigate the HFA Division Lending Guide and top loan deficiency trends will be discussed.

10:45 – 11:45 AM  Federal Home Loan Bank of Topeka – Terri Smith
It is that time of the year to get excited about $5,000 grant funds offered through the Federal Home Loan Bank’s Homeownership Set Aside Program. Learn all about the allocation and borrower qualification process.

12:00 – 12:30 PM  Awards Ceremony – Shining Stars, Top Loan Officers, Top Realtors & Top Lenders
12:30 – 1:30 PM  Lunch & Prize Drawings
1:30 – 3:30 PM  Breakout Sessions (Ops & Sales)
  • Operations: Processors, closers, underwriters, etc.
  • A deeper dive into all things ops, case studies, and open discussions
  • Sales: Loan Officers
    • 1:30 – 2:30 pm: NIFA Specialist Training & USDA Rural Development Presentation
      • For loan officers wanting to know the main details about NIFA programs. Receive your “Specialist” certificate and get added to our website databases. Already a Specialist? Hang around for a refresher!
    • 2:30 – 3:30 pm: PMI Premium Options & Freddie Mac Insights