



HOWNW.com CERTIFICATION EDUCATION PROGRAM

1. **WELCOME – WHY ARE WE HERE TODAY?**
2. **HOWNW.com™ WEBSITE OVERVIEW**
 - a. Home Buying Process
 - b. Program Search
 - c. Consumer Issues
 - d. Avoiding Foreclosure and Rescue Scams
 - e. Military Resources
 - f. Forever Home/Aging in Place Resources
 - g. Homebuyer Education / Community Partners
 - h. News
 - i. Need Help?
3. **LENDING PROGRAMS OVERVIEW**
4. **FUNDAMENTALS OF LENDING**
 - a. *5 C's of Credit*
 - Credit
 - Capital
 - Capacity
 - Collateral
 - Compensating Factors
 - b. *Credit Score Make-Up*
 - What does a Credit Score Consider?
 - Credit Scores
 - Credit Reporting Agencies
 - How Long Will Negative Information Remain?
 - How Long Will Bankruptcy Affect FICO Scores?
 - Short Sale or “Deed In Lieu”
 - Foreclosure
 - Tips for Improving Credit Score
 - Solving Credit Problems
 - Consumer Credit Counseling Agencies
 - Danger signals of “Quick Credit Fixes”
 - The Cost of Credit
 - What if I Don't Have Credit?
 - c. *Ratios*
 - Debt-to-Income Ratio
 - Housing or “Front End” Ratio
 - Debt-to-Income or “Back End” Ratio
 - d. *Current Lending Conditions*