



"UN" Fair Lending Seminar
Wednesday, November 7, 2007
9:00 am – 4:30 pm
Credit Risk Management Office-Raleigh, NC

Have you heard about HUD's new Fair Lending Division created this July? HUD launched a record number of investigations this year with several major fair lending settlements.

Don't be on the Regulator's Radar – Fair Lending is where it is happening!
The regulatory agencies continue heated enforcement of fair lending issues.
Fair lending compliance continues to be a key component to the success of all lenders.



- **Learn how Barney Frank, House Financial Services Committee Chairman's** new chant "Use it or lose it" will effect you. This refers to the Federal Reserve's handling of writing specific criteria for unfair and deceptive practices. He wants tougher enforcement whenever it is determined that borrowers did not receive disclosures, they were not timely, they were inaccurate or the terms and conditions of the loan were not adequately explained prior to closing i.e. Unfair and Deceptive Practices.
- **Will your Spousal Signature practices end up on the front page of the newspaper with your name associated with conduct described as "immoral", "unethical", "unscrupulous" and "offensive to public policy"?** Spousal Signatures continue to be a priority for the regulators. In the Attorney General's 2006 Report to Congress a significant number of referrals involved allegations of marital status discrimination, where the lender improperly required spousal signatures on loan documents.

These are just a few of the fair lending issues on the horizon. No matter how good the program, continued vigilance is essential. It is time to revisit the basics and understand the current regulatory environment. Specifically the class will focus on:

- Brief history of fair lending and equal credit laws
- Recent fair lending enforcement litigation and lessons learned
- Unfair and Deceptive Credit Practices – what is it?
- Identifying level of assistance provided to applicants and regulatory expectations
- Discuss the relationship between unfair treatment and illegal discrimination
- Identifying lending practices that give the appearance of discrimination
- Mystery shoppers and what testers are trained to report
- Managing a fair lending investigation
- Identify the best practices to ensure compliance with fair-lending laws

Attendees should include – Mortgage Loan Specialist, Compliance Officer, Auditors, Loan Operations, and others that have responsibility for lending compliance.

Registration - The workshop fee is \$275/person for existing Credit Risk Management, LLC credit manual clients; \$400/person for non-Credit Risk Management, LLC credit manual client.

To enroll, register on-line at <http://www.creditriskmgt.com/go.php>. We will invoice you once we have received your registration form. A packet will be sent to each participant that includes directions as well as hotel and restaurant information. Please contact us with any questions.

- Email: CRMTrainingMailbox@creditriskmgt.com
- Fax: 919-846-5760
- Phone: 919-846-1601
- Website: www.creditriskmgt.com

Seats are still available, but overall space is limited. For information on course content and emphasis, contact Betsy Jones at (919) 573-0226. For additional information, please visit our website at www.creditriskmgt.com/training.html

***Please check out our website for more future training workshops and seminars!**

- **Consumer Lending – September 11-12, 2007**
- **Understanding Real Estate Appraisals – September 20-21, 2007**
- **Commercial & Industrial Lending – September 25-27, 2007**
- **Allowance for Loan & Lease Losses – October 3, 2007**
- **Compliance and Documentation – October 17-18, 2007**
- **Portfolio Concentrations & Stress Testing – November 6, 2007**
- **Lending to Non-Profit & Religious Organizations – November 8, 2007**
- **Credit Underwriting with Toolbar Applications – December 4-6, 2007**