

# Live Webinars

Radian National Training is here to help real estate & mortgage professionals of all experience levels stay educated and informed. We offer [self-paced training](#), [timely videos](#), [podcasts](#), and instructor-led live webinar sessions.

## December 2023 →

MON	TUE	WED	THU	FRI
				1
4	5	6	7	8
11	12	13	14	15
18	19	20	21	22
25	26	27	28	29

**Special Webinar Event**

### The Power of Inquiry: Developing Your Questioning Skills →

📅 TUESDAY, DECEMBER 5 ⌚ 1:00 PM EST | 10:00 AM PST ⏱ 45 MINUTES

For a loan officer, building a strong relationship can create customers for life. But how do you get the information you need to ensure you can build the trust needed?

#### FEATURED TRAINERS

**Richard Lauro**  
Director - Mortgage  
National Training  
Radian

+8 more live webinars in December

## January 2024 →

MON	TUE	WED	THU	FRI
1	2	3	4	5
8	9	10	11	12
15	16	17	18	19
22	23	24	25	26
29	30	31		

1/4 THU Basics of Income

1/9 TUE Blueprint for Taking a Quality Application

1/10 WED Reviewing Rural Property Appraisals

1/11 THU Beyond Schedule C

1/17 WED Understanding & Reviewing Appraisals

1/23 TUE Loan Officer's Checklist for Success

Unlocking Loan Solutions With Radian →

**Unlocking Loan Solutions: Unique Properties →**

🕒 4 minutes

Unlocking Loan Solutions With Radian →

**Unlocking Loan Solutions: Non-Occupant Borrower →**

🕒 7 minutes

**[Doing Business with Radian →](#)**

**[Foundations On Demand →](#)**

**[Course Catalog →](#)**

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# December 2023

## Radian Webinar Calendar

Join us this December for a month of knowledge-packed sessions that will supercharge your skills and fuel your professional growth!

5 Tue

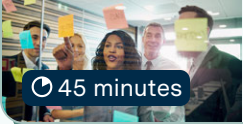
1:00 PM EST  
10:00 AM PST

Special Event

### The Power of Inquiry: Developing Your Questioning Skills →

For a loan officer, building a strong relationship can create customers for life. But how do you get the info you need to ensure you can build the trust needed?

45 minutes



6 Wed

1:00 PM EST  
10:00 AM PST

### Not Your Ordinary Income →

Catch this sequel to The Basics of Income for an introduction into more complex income types that can be used to qualify your borrower, including non-taxable income.

1 hour



7 Thu

1:00 PM EST  
10:00 AM PST

### Not Your Ordinary Assets →

Catch this sequel to Liquid Assets for an introduction into less common assets that can be used in a mortgage transaction.

1 hour



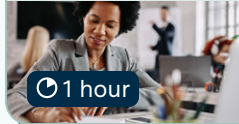
12 Tue

2:00 PM EST  
11:00 AM PST

### Beyond Schedule C →

This class offers a more condensed, advanced focus on business tax returns for the purposes of mortgage qualification. We will review the 1084, K1's, and all self-employed borrower tax forms.

1 hour



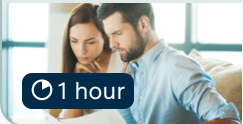
13 Wed

1:00 PM EST  
10:00 AM PST

### Detecting & Avoiding Fraud Schemes →

Fraud schemes are getting more sophisticated and more costly. We will focus on what Fraud Schemes you might see in your loan files.

1 hour



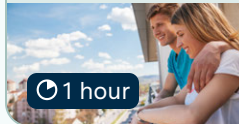
14 Thu

2:00 PM EST  
11:00 AM PST

### Understanding & Reviewing Condo Appraisals →

Condominium sales have become more common over the past decade. This means you will see more Individual Condominium Unit Appraisal Reports in your loan files.

1 hour



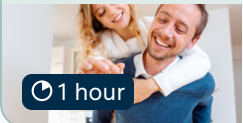
19 Tue

1:00 PM EST  
10:00 AM PST

### Analyzing Schedule E Rental Income →

If you are newer to calculating rental income or a seasoned pro looking for a fresher, this session will provide you with a laser focused review of rental income as it applies to a mortgage approval.

1 hour



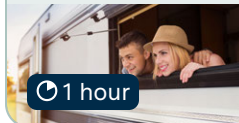
20 Wed

1:00 PM EST  
10:00 AM PST

### Manufactured Home Appraisal Analysis →

Manufactured homes have seen an increase of production over the past decade. New building techniques and styles have created a rise in purchases of these homes. Now is the time to learn more about this home and the appraisal form utilized.

1 hour



21 Thu

1:00 PM EST  
10:00 AM PST

### Connecting to Close: Top Producers Mindset →

How do you get more referrals, fuel your pipeline and close more quickly in today's competitive market? Research will tell us your Emotional Intelligence is a driving factor in your ability to do this!

1 hour



Scan for the [web catalog](#)

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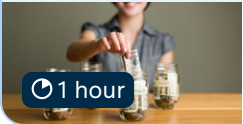
# January 2024

## Radian Webinar Calendar

Start off the new year right by joining our January webinars with sessions covering essential topics like Staying Ahead of Mortgage Fraud Trends, Basics of Income, and Understanding and Reviewing Appraisals.

4 Thu

1:00 PM EST  
10:00 AM PST



1 hour

### Basics of Income →

Attend this foundational session to learn how to calculate the most basic types of income including base income, hourly pay including overtime, commission, bonus income, and tip income.

9 Tue

1:00 PM EST  
10:00 AM PST



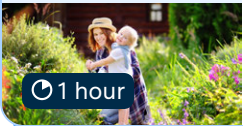
1h 30m

### Blueprint for Taking a Quality Application →

Are you looking for a way to close more loans, develop better relationships with your processors and underwriters and reduce surprise requests of your borrowers?

10 Wed

1:00 PM EST  
10:00 AM PST



1 hour

### Reviewing Rural Property Appraisals →

Rural property appraisals can be complicated. In this session we combine Fannie Mae guidelines and active group dialog to simplify this appraisal report.

11 Thu

2:00 PM EST  
11:00 AM PST



1 hour

### Beyond Schedule C →

This class offers a more condensed, advanced focus on business tax returns for the purposes of mortgage qualification. We will review the 1084, K1's, and all self-employed borrower tax forms.

17 Wed

1:00 PM EST  
10:00 AM PST



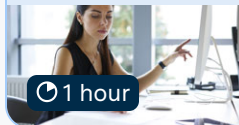
1h 30m

### Understanding & Reviewing Appraisals →

A well done appraisal report might take you through some twists and turns but the ending should not surprise you. Let our team walk you through the 1004 (Uniform Residential Appraisal Report) and show you how it is like reading a story.

23 Tue

1:00 PM EST  
10:00 AM PST



1 hour

### Loan Officer's Checklist for Success →

To be a successful loan officer it takes tenacity, organizational skills, and the right attitude. It also requires strong skills and time management and knowing when and how to engage with your customers.



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