



Secondary Marketing 101 “The Basics”



Secondary Marketing, one of the most comprehensive and sophisticated groups within the walls of a mortgage lender. These teams speak their own language and are involved in maintaining competitive loan programs, interest rates, managing risk, and profitability. BlackFin Groups Secondary 101 class is geared to make this discussion easy to follow for all audiences.

Training & Workshop Topics include:

- Secondary -vs- Primary markets
- Roles and responsibilities
- Ginnie Mae
- Fannie Mae and Freddie Mac
- Federal Home Loan Bank
- Mortgage-Backed Securities
- Whole loan (cash window)
- Mortgage Servicing Rights (MSR)
- Correspondent Relationships
- Loan Program Diversification
- Interest Rate Risk Management
- Pricing Philosophy
- Pipeline Management
- Loan Delivery
- Post Closing
- Investor expectations



Impact Areas to Benefit: Finance, Origination, Underwriting, Servicing, Compliance, Secondary

Training, the critical, and indispensable task your business needs to thrive in today's mortgage marketplace. Protect your most valuable assets, your people, and your organization.

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