



NASBA/CPE DOCUMENTATION

Webinar Title: 2016 Independent Mortgage Lender Metrics

Date: May 10, 2017

Learning Objectives: Discuss the 2016 financial and operating results and metrics from the Richey May Select Benchmarking program designed for independent mortgage lenders. The discussion will include an in-depth analysis of:

- Key production metrics
- Gross loan margins
- Pre-tax earnings
- Expenses

Program Description: This webinar will provide an overview of the 2016 financial and operating results and metrics from the Richey May Select Benchmarking program. Participants will learn about financial trends affecting independent lenders across the country as they continue to plan and make decisions aimed at improving efficiencies, increasing margins and controlling costs.

Program Level: Basic

Prerequisites: None

Advance Preparation: None

Delivery Method: Group internet-based

Recommended CPE Credit: 1 CPE hour (50 minutes as defined by NASBA)

Field of Study: Management Advisory Services

Registration Instructions: Visit <https://attendee.gotowebinar.com/register/3145641575910942723> to register and receive the link and dial-in information to attend. The webinar is free to all attendees.

Refund/Cancellation Policy: Attendance is free, so no refund is offered.

Complaint Resolution Policy: Please contact John Gregg at jgregg@richeymay.com for complaints regarding this webinar.



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