



**FORWARD  
LENDING**



**FORWARDLENDINGMTG.COM**

**GETTING UP TO SPEED WITH NON-QM!**



# WEBINAR HOSTS



Jenny Beck, Director of Learning and Development



Shaun Dennison, EVP Non-QM Lending



# FREE TRAINING FOR TEAMS

## THE TRACK



Receive free training on one of the most powerful tools to help you close more loans, The Track.



Learn how to submit, price, disclose your loan in minutes using our new TPO portal.



Get an edge on the competition and expand your business at the same time with The Track.



Schedule training now and reserve a spot for you and your team.



Training available now! <https://forwardlendingmtg.com/the-track/>

# SPECIALS FOR NOVEMBER!



**Up to .60 BPS Price Improvement (when combined with Select Specials on qualifying loans).**

**🚩 .25 BPS Pricing Improvement through November on all programs, purchase, refinance and cash-out refi and include:**

- Conventional (FNMA, FHLMC)
- Government
- Non-QM
- Jumbo
- Closed End Seconds

**🚩 Does Not include: CalHFA and HELOC Loan Programs**

**🚩 Select Price Improvement Specials**

- .30 BPS on Loans FNMA/FHLMC FICO 700+ and  $we \leq 80\%$  LTV
- .35 BPS on Government Loans FICO 680+ and Loan Amount \$250K+ (Excludes DPA)

Restrictions apply. Contact your Account Executive to learn more. Specials are available for approved mortgage brokers and business clients. Not available for consumers.

Prime Special applies to all Non-QM, FNMA, FHLMC, FHA, VA loans, including low/high balance, Closed End Seconds, and DPA Programs excluding CalHFA DPA programs. Also excludes HELOCs. Specials are valid for loans locked 11/1/2024 through 11/30/2024. Offers subject to change at any time, terms and conditions apply. Specials may not be combined with any other price improvement or special unless indicated in the offer.

\*Closed-End Seconds: Loans originated in US Territories and the following states are ineligible: AK, NY, TN, TX, VT, WV, WY. Restrictions apply, contact your Account Executive for details. Important to note that a Closed-End Second Mortgage may typically have a higher interest rate than the first lien mortgage.





# GETTING UP TO SPEED WITH NON-QM

# NON-QM TIPS AND HIGHLIGHTS

- There is no such thing as “cookie cutter” or “slam dunk” NQM loans these days 😊
- NQM loans are “story loans” – how well you tell that story (package/structure/detail) will determine pull through/cycle time.
  - Better the story = increased \$\$\$
- Devil is in the details – 1003 – don’t rush through the 1003, take time, be thorough – spend the extra hours upfront to save weeks on the back
- Beware of Risk layers – yes, a borrower with a 601 FICO, BK just over 3yrs ago, 3.2 months reserves, 85% LTV and 48% DTI may meet guidelines – doesn’t mean the deal gets done
  - Offset risk layers with compensating factors – its key to identify comp factors on every loan – can also help with pricing (CREDIT UPGRADE)
- Know your guidelines – the most successful AE/brokers I have seen in last 8yrs know the NQM guidelines
  - What docs meet what conditions
  - Outside of guidelines? à Exception warranted? (another reason to identify compensating factors)
  - Pivot between programs to save a deal (BS to P&L or maybe adding Asset Util to BS)
  - Tactfully question UW condition/decision – waive/overturn
- Know your resources
  - ForwardLendingMtg.com
  - AE
  - EVP Non-QM (me)
  - EZQual/EZCalc/Structure/Scenario
- As an Ex-UW, I can say with 1000% certainty, the UW wants to approve **every** loan with **minimal** conditions....this statement ties into #3 above = an incomplete/inaccurate 1003 = heavily conditioned approval as the UW has to “condition through” the uncertainty in an effort not to suspend.
- NQM is an amazing product suite, meant to be “grey” to allow for creativity and flexibility

# OPEN MIC...



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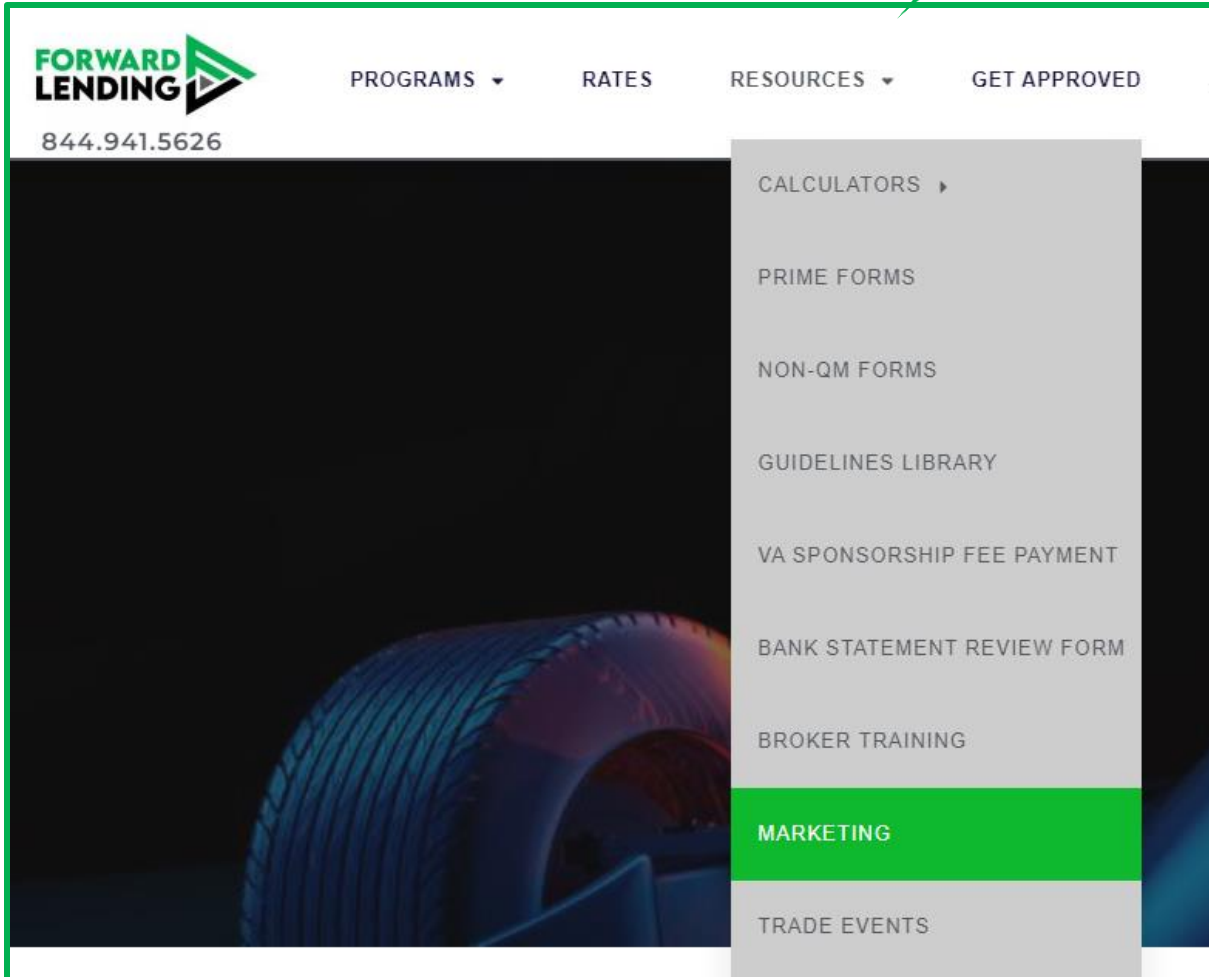
*Shaun Dennison*

**Q&A WEBINAR WITH A LIVE EXPERT!**  
**GETTING UP TO SPEED WITH NON-QM** 

The image features a man in a white and orange racing suit with various sponsor logos, including 'FORWARD LENDING'. He is standing in a blurred background of a race track. The text is overlaid on the image in a bold, stylized font.



# MARKETING AVAILABLE!



**FORWARD LENDING**  
844.941.5626

PROGRAMS ▾ RATES RESOURCES ▾ GET APPROVED

- CALCULATORS ▸
- PRIME FORMS
- NON-QM FORMS
- GUIDELINES LIBRARY
- VA SPONSORSHIP FEE PAYMENT
- BANK STATEMENT REVIEW FORM
- BROKER TRAINING
- MARKETING**
- TRADE EVENTS




#### Program Highlights:

- 85% LTV for Purchase and Rate & Term
- 75% LTV for Cash-Out
- First-Time Investors Allowed
- Gift Funds Allowed
- Up to \$3.5mm Loan Amount
- I/O Payment Used to Qualify
- Minimal Reserve Requirements (Ask your AE for details)
- Vacant Properties Allowed Up to 70% on R/T or Cash Out
- < 1 Ratio Allowed up to 70% LTV
- 30 Year and 40 Year IO Options Available
- Enhanced Pricing on > 1.25 Ratio
- I/O Feature Available to 80%
- Short term rentals, Airbnb, VRBO, Purchase, Rate and Term Refi, Cash Out

# RESOURCES ON OUR WEBSITE!





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## Non-QM Lending Unique Programs That Set You Apart

 [View Non-QM Matrix](#) [Get Approved](#)

 [View DSCR Matrix](#)

# CONTACT US

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# THANK YOU

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