

# Virginia Association of Community Banks

## When Do We Have a Legal Loan Application Under the Revised Reg Z & RESPA Rules?

WEBINAR – ON-DEMAND WEB LINK – FREE CD ROM

Thursday, March 4, 2010

3:00 pm – 4:30 pm Eastern

***“All she did was ask a few questions about our loans (or go to our Web page). Do we really need to give disclosures, send an adverse action notice, or count her on our HMDA LAR?”***

How many times have you asked, or been asked these questions? Do you know exactly when your loan-tracking responsibilities begin? You don't want examiners to uncover a documentation trail for a possible loan application that was missed for the LAR, or adverse action, or both.

Explore this frequent, high-exposure “legal” issue and give your application process its periodic compliance check-up. When a potential borrower starts asking questions, more regulations apply than you may realize and the most-recent changes to **Reg Z** and **RESPA** are at the top of that list!

### HIGHLIGHTS

- When do your loan-tracking responsibilities begin?
- How to handle differing regulatory definitions of “application” (TILA, ECOA, RESPA, HMDA)
- When and how do the newest changes to Reg Z and RESPA come into play?
- Are there Fair Lending issues to consider?
- Prequalification and pre-approval requests
- Telephone, Internet, and electronic-banking applications
- The usefulness of internal operating procedures for documenting inquiries vs. applications

### WHY SHOULD YOU PARTICIPATE?

This session is a cost-effective way to get all of your lenders on the same page in order to avoid compliance violations early in the loan process. You may train as many individuals as you like for one set price. There will be no travel costs, no time lost from work, and no one will be required to leave the institution.

### WHO SHOULD ATTEND?

This informative session is designed for all lending personnel, including loan officers, underwriters, processors, auditors, and compliance officers.

**PLEASE NOTE:** Your registration fee allows you to have **one telephone connection**. However, as many people as you like may listen from your office speaker phone. If you register for the webinar, your registration fee also includes **one internet connection** from a single computer terminal.

### ABOUT THE PRESENTER – Ann Brode, Brode Consulting Services, Inc.

Ann Brode began her career in 1973 and has continued her service as a consultant to regional and community financial institutions through a wide range of areas including strategic planning, lending, deposits, marketing, training, compliance, and management. Ann is a well-respected presenter and has spoken to audiences across the country for over 20 years. She has presented sessions for numerous state associations and has taught at the School of Banking Administration at the University of Wisconsin as well as many other state

banking schools. Ann is the author of *The Bank Deposit Documentation Manual for Front-Line Personnel*, published by Bankers Publishing Company, and is well represented in numerous industry publications.

### THREE REGISTRATION OPTIONS

#### 1. LIVE WEBINAR

The **LIVE WEBINAR** registration option allows you to have one telephone connection for the audio portion and one internet connection (from a single computer terminal) to view online visuals as the presentation is delivered. You may have as many people as you like listen from your office speaker phone. Registrants receive a toll-free number and pass code that will allow entrance to the seminar. The session will be approximately 90 minutes, including question and answer sessions. Seminar materials will be sent prior to the broadcast along with hookup instructions. Your pin number, hookup instructions and handouts will be emailed to you. You will need the most current version of Adobe Acrobat Reader available free at [www.adobe.com](http://www.adobe.com).

#### 2. ON-DEMAND WEB LINK\*\* AND FREE CD ROM\*

**Can't attend the live webinar? The ON-DEMAND WEB LINK\*\*** is a recording of the live event including audio, visuals, and handouts. We even provide the presenter's email address so you may ask follow-up questions. Within 5 business days following the webinar, you will be provided with a web link that can be viewed anytime 24/7 for the next 6 months. This link will expire 6 months after the live program date. **But there's more . . . AS AN ADDED BONUS, you will also receive a FREE audio/visual CD ROM.\*** The CD includes the original audio/visual presentation, the question and answer sessions, and the handouts. Use the on-demand link or this "off-the-shelf" training program for those that could not attend the live seminar and for future training.

#### 3. BOTH LIVE WEBINAR AND ON-DEMAND WEB LINK\*\* (INCLUDES FREE CD-ROM\*)

Includes options 1 and 2 above

### AFFORDABLE, PROFESSIONAL TRAINING, WHEN AND WHERE YOU CHOOSE

\*CD Rom for PC use only

\*\*All materials are subject to copyright and intended for your bank's use only.

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<b>Registration Form:</b>	<b><i>When Do We Have A Legal Loan Application</i></b>	<b>March 4, 2010</b>
		<b>VACB</b> 7204 Glen Forest Dr. Ste. 101 Richmond, VA 23226 (804) 673-8250 (804) 673-8251-Fax Email: <a href="mailto:kmallinger@vacb.org">kmallinger@vacb.org</a> Web: <a href="http://www.vacb.org">www.vacb.org</a>
_____		
Company/Bank Name		
_____		
Contact Name	Title	
_____		
Billing Address		<input type="checkbox"/> Check Enclosed: Amount: \$ _____
_____		<input type="checkbox"/> Visa <input type="checkbox"/> Master Card Expires ___ / ___ / ___
City/State/ZIP		Credit Card Number: _____
_____		
Email Address	Phone	
<b>Program Type (All Pricing is for Members. Non-Member Fees are Double)</b>		
<input type="checkbox"/> Live Webinar (\$250) <input type="checkbox"/> On Demand Link w/free CD (\$250)		
<input type="checkbox"/> Both Live Webinar with On-Demand Link & Free CD (\$275)		

**Cancellation Policy:** Cancellations must be received within three or more business days prior to the day of an educational program to receive 100% credit. If less than three days prior, a 20% cancellation fee will apply. There are no refunds on the day of a program, substitutions, however, are welcome.