



## **Approved Courses for CRMP Credits**

Due to the frequent changes in the field of reverse mortgage lending rooted both in lending practices and regulatory requirements, individuals who earn the CRMP are held to a higher educational standard.

Applicants must submit evidence on the CRMP Application that they earned 12 continuing education (CE) credits from courses approved by NRMLA or the Independent Certification Committee. After earning the designation, there are ongoing CE requirements that must be met to retain the CRMP.

In the first year, credits are pro-rated and calculated by the month in which the CRMP is earned. For example, if someone earns the CRMP in March, that person must obtain nine (9) CE credits by the end of the same calendar year or if it was September, then the person must earn three (3) CE credits – and then 12 credits annually for the duration of the designation's 3-year cycle.

Designees must also earn:

- Two (2) CE Credits related to regulatory requirements and regulatory updates on an annual basis
- Two (2) hours of ethics training within the three years prior to the renewal of their designation.
- One (1) hour of continuing education coursework related to the detection, prevention and reporting of elder abuse within the three years prior to the renewal of their designation\*

Courses cannot be repeated within the three-year cycle that you have the CRMP, unless you submit evidence that the curriculum has changed. The following outside courses have been approved for CRMP credits.

## **Liberty Home Equity Solutions**

- Understanding Financial Advisors (1 credit)
- Understanding the HECM LIBOR Product (1 credit)
  - Note: You may not earn credit for this course if you have successfully completed RMS' *Understanding and Selling the ARM Program*.
- Presenting to Financial Advisors (1 credit)
  - Note: It is recommended that you take *Understanding Financial Advisors* before taking this course.

**Contact:**

Jud Lyman  
916-589-3343  
judson.lyman@libertyhomeequity.com

## **Premier Reverse Closings**

- Trusts, POAs, Conservatorships and Life Estates (1 credit)

**Contact:**

Christian Fisher  
800-542-4113  
cfisher@prclosings.com

**Reverse Focus** (Note: This is a self-paced course. A nominal fee is charged, which includes a one-year subscription to the Reverse Basics program.)

- Reverse Basics (2 credits)

Note: You may not earn credits for Reverse Basics, if you successfully completed *Reverse Mortgage Fundamentals* (offered by RMS) or *Reverse Mortgage Essentials* (offered by ReverseVision)

**Contact:**

Shannon Hicks  
800-805-9328, ext. 4  
shannon@reversefortunes.com

## **Reverse Mortgage Funding**

- Reverse Mortgage 101 (1 credit)
  - You may not earn credit for this course, if you successfully completed *Reverse Basics* (offered by Reverse Focus), or *Reverse Fundamentals* (separate courses offered by ReverseVision and Reverse Mortgage Solutions)
- Helping Your Borrower Make the Right Choice (1 credit)
- The Math Behind the HECM (1 credit)
  - You may not earn credit for this course, if you successfully completed *Reverse Mortgage Math* (offered by Reverse Mortgage Solutions)
- HECM for Purchase: Origination
  - You may not earn credit for this course, if you have already successfully completed *HECM for Purchase* (separate courses offered by Urban Financial of American and Reverse Mortgage Solutions)
- HECM Product Overview/Comparison (1 credit)
- HECM to HECM Refinance (1 credit)
- HECM for Purchase Operations (1 credit)
- Qualifying the Reverse Mortgage Borrower: Income Analysis (1 credit)
- Qualifying the Reverse Mortgage Borrower: Credit Analysis (1 credit)
- Loan Servicing-What you need to know (1 credit)
- Opening the Door to Financial Planners (1 credit)

### **Contact:**

Craig Barnes

(845) 325-1866

training@reversefunding.com

## **Reverse Mortgage Solutions**

- HECM for Purchase (1 credit)
  - You may not earn credit for this course, if you have already successfully completed Urban Financial of America's, *HECM for Purchase*.
- Reverse Mortgage Fundamentals (1 credit)
  - You may not earn credit for this course, if you successfully completed *Reverse Basics* (offered by Reverse Focus) or *Reverse Fundamentals* (offered by ReverseVision)
- HECM to HECM Refinances (1 credit)
- Assessing the Needs of Your Borrower (1 credit)
- Understanding and Selling the ARM Program (1 credit)
  - You may not earn credit for this course if you have successfully completed Liberty Home Equity Solutions' *Understanding the HECM LIBOR Product*.

- Reverse Mortgage Math (1 credit)

**Contact:**

Pat Kubert  
(734) 455-6178  
Pat.Kubert@rmsnav.com

### **Reverse Vision**

- 2 Hour SAFE Nontraditional Mortgage: Reverse Mortgage Essentials  
(Note: This is a self-paced course worth 2 credits. A nominal fee is charged.)

Note: You may not earn credits for Reverse Mortgage Essentials, if you successfully completed *Reverse Mortgage Fundamentals* (offered by RMS) or *Reverse Basics* (offered by Reverse Focus.)

**Contact:**

Rachel L. Smith, J.D.  
919-834-0070 x 1072  
rachel@reversevision.com

### **Finance of America Reverse**

- HECM for Purchase (1 credit)
- Intent and Creation of the HECM Program (1 credit)
- Financial Assessment: Willingness and Capacity (1 credit)
- Financial Assessment: Extenuating Circumstances, Compensating Factors, and Life Expectancy Set-asides (1 credit)
- Financial Safeguards for Older Adults (1 credit)\*
- Reverse Facts (1 credit)
- Marketing and Ethics (1 credit)

Note: You may not earn credit for this course, if you have already successfully completed Reverse Mortgage Solution's, *HECM for Purchase*.

Note: Financial Safeguards for Older Adults fulfills the requirement that you must complete at least 1 CE credit of course work related to elder abuse.

**Contact:**

Lorraine Geraci  
704-271-1957  
lgeraci@fareverse.com

## **Non-Reverse Courses**

Applicants and designees are limited to the number of credits they can earn from courses not directly related to reverse mortgages, but are nevertheless important to the person's overall education.

These courses may relate to federal real estate laws and regulations, senior finance, retirement, long-term care and healthcare. Applicants may not claim more than 6 credits from outside courses and designees cannot claim more than 3 credits. A list of non-reverse courses approved for CRMPs is listed at the end of this memo.

## **NMLS SAFE**

- 20 Hour SAFE Comprehensive - Applying Mortgage Knowledge to Exam Preparation (3 credits)
- 8 Hour Comprehensive SAFE (3 credits)
- Please email a copy of the syllabus, instructor bios, and completion certificate to Darryl Hicks, dhicks@dworbell.com.

## **The College of Financial Planning**

- Financial Planning Across the Generations (1 credit)
- Planning for Retirement and Social Security (1 credit)
- Retirement Cash Flow Considerations (1 credit)
- The Retirement Planning Process and Meeting Multiple Financial Objectives (1 credit)

To access these sessions, please visit <http://www.cffpalum.org/CeCourse>. A nominal fee (\$20 to \$30) is charged for each session.

## **Other Professional Designations**

Pending review and approval, up to 3 hours of credits taken in pursuit of another designation or license may be submitted toward the CRMP.

The three-day certification class that individuals must sit through to obtain the Certified Senior Advisor (CSA) designation has been approved for 3 credits.

\*This course can be applied toward the 1 credit of continuing education in the area of elder abuse that must be completed within 3 years of earning the CRMP designation.