

April 2012/May 2012



# Genworth Training Webinars



Genworth  
Financial  
Canada

*The HOMEOWNERSHIP Company*

# Webinar Course Descriptions

As Canada's leader in mortgage industry training and education, Genworth is dedicated to helping raise the bar for mortgage professionals. We have delivered more than 10,000 training courses across the country and continue to enhance our training offering with the launch of the new online webinar series as part of the Genworth Development Centre.

In addition, Genworth will continue to offer e-learning sessions for industry professionals looking to earn CAAMP credits towards their AMP designations. With more than 55 bilingual courses, you can take advantage of any webinars at your convenience whether at the office or in the comfort of your own home.

To learn more, visit [www.genworth.ca](http://www.genworth.ca)

## **Business For Self (Alt. A)**

Self-employed borrowers who are unable to provide traditional income verification can now qualify for a high ratio mortgage for purchase or refinance purposes. Learn more about this program.

## **Underwriting in a Challenging Market**

Tailored for both Lenders and Mortgage Professionals, this webinar covers the fundamentals of credit, including risk evaluation for property, and loan characteristics with a strong emphasis on covenant risk. The concept of incremental and overall risk is also covered in this session.

## **New To Canada**

New qualified homebuyers who have immigrated or relocated to Canada can qualify for Genworth mortgage default insurance with as little as a 5% down payment.

## **The Genworth Difference**

A complete overview of our programs and what makes Genworth stand out in the marketplace.

## **Homebuyer Privileges Program For Brokers & Agents**

Learn about the Homebuyer Privileges program, how it works and the vendors who are on the program.

## **Increase Your Competitive Edge – Part 1: The Basics**

Targeted at Mortgage Professionals who are new to the industry, or for those who require a refresher on ways to develop more business.

## **Homeowner Assistance Program**

Learn how the Genworth Homeowner Assistance program works and the benefits of early detection.

## **Understanding Credit Reports**

This webinar outlines the various types of information contained in a Credit Report. The Equifax Credit Report is broken down and each section is fully explained.

## **Shut The Door On Fraud**

Learn more about the latest Canadian fraud scams, and ways you can protect yourself and your employer from mortgage fraud. The session also includes "red flags" of fraud and the risks of identity theft and how that fits into mortgage fraud.

## **Purchase Plus Improvements**

Learn how to help qualified homebuyers tailor improvements immediately after taking possession, making their new home just right for them. All this can be done with one manageable mortgage and a 5% down payment.

## **The Basics of Negotiation – Module 1**

Learn how to recognize and handle tactics frequently encountered in negotiations. Uncover the real, underlying interests behind the other side's stated positions as well as identify and adjust to different negotiating styles.

## **Time Management**

Provides sales people with skills to improve their time management skills and identify their SMART goals and be able to maximize their time developing business with existing and potential new clients.

## **Understanding Mortgage Default Insurance & The Genworth Difference for Real Estate Agents**

A complete overview of what Mortgage Default Insurance is, and how Genworth's product and programs can help you work with more homebuyers, bring value to your clients and stand out in the marketplace.

## **Recorded Webinars**

These recorded webinars are available on-demand, and allow you to access some of our most popular training material at your convenience.

### **Homeowner Assistance Program**

#### **Increase Your Competitive Edge**

It is recommended that you enroll in the full live webinar *Part 1: The Basics* as a pre-requisite to the following recorded sessions.

#### **Part 2: Get The Phone Ringing**

Create powerful headlines and use the Genworth Tool Kit to get the attention of more prospects.

#### **Part 3: Ask For The Business**

Learn about creating a database, keeping in touch with your clients, and asking for the business.

#### **Part 4: Earn More Business**

Learn how to make the most of your referrals with testimonials and thank you notes.

▶▶ **Click on a webinar to register OR**

1. Go to <https://genworthca.webex.com>.
2. Select "Training Centre".
3. Click on the "Upcoming" tab to view and register for your webinar.

**All times are Eastern Standard.**

April 2012				
Monday	Tuesday	Wednesday	Thursday	Friday
16	17	18	19	20
<b>Underwriting in a Challenging Market</b> <b>Start:</b> 3:00 PM <b>Time:</b> 60 minutes <b>Trainer:</b> Yvonne Thomson, Fiona Cleghorn and UW's Glenn Fuller & Linda Taylor				
23	24	25	26	27
30				
<b>Business For Self (Alt. A)</b> <b>Start:</b> 3:00 PM <b>Time:</b> 60 minutes <b>Trainer:</b> Gita Cartwright & Fiona Cleghorn				

May 2012				
Monday	Tuesday	Wednesday	Thursday	Friday
	1	2	3	4
				<b>Underwriting in a Challenging Market</b> <b>Start:</b> 9:00 AM <b>Time:</b> 60 minutes <b>Trainer:</b> Yvonne Thomson & Linda Taylor
7	8	9	10	11
			<b>Understanding Mortgage Default Insurance &amp; The Genworth Difference for Real Estate Agents</b> <b>Start:</b> 10:00 AM <b>Time:</b> 60 minutes <b>Trainer:</b> Gita Cartwright	
14	15	16	17	18
21	22	23	24	25
	<b>Business For Self (Alt. A)</b> <b>Start:</b> 2:00 PM <b>Time:</b> 60 minutes <b>Trainer:</b> Chris Ryan			
28	29	30	31	
<b>New to Canada and Purchase Plus Improvements</b> <b>Start:</b> 12:00 PM <b>Time:</b> 60 minutes <b>Trainer:</b> Nancy Kamineski				