

Accuracy. Efficiency. Quality.

The Certified Residential Underwriter

The new Certified Residential Underwriter (CRU)

Specialist Designation elevates underwriting to a higher level of professionalism through enhanced processes and increased efficiencies. CRU Designees have the knowledge and confidence to perform better and bring more value to their companies.

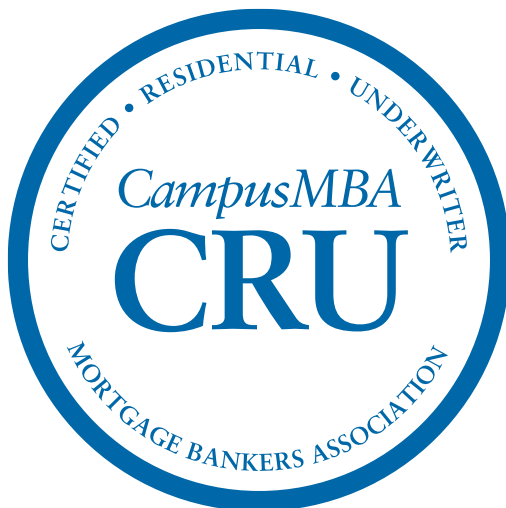
The progressive CRU curriculum establishes the standard for professional excellence and training in residential mortgage loan underwriting. Throughout the levels of the CRU Designation, students learn tangible skills to increase accuracy in underwriting.

The program provides training to develop specific skills that contribute to reduced error rates, increased productivity, quicker decisions and ultimately improved quality. In addition to these essential skills, students gain the most current knowledge of influencing factors, such

as laws, regulations and issues such as fraud.

The designation has many benefits for the individual, the organization and the industry at large. Individuals benefit from increased knowledge and enhanced career marketability. Organizations benefit from reduced error rates, increased productivity and improved quality. Ultimately, all of this creates great benefits for the real estate finance industry as a whole through overall improvement of the quality of underwritten loans.

www.campusmba.org/cru



Genworth
Financial

CampusMBA offers the CRU curriculum developed in partnership with Genworth Mortgage Insurance.



CampusMBA[®]
Training Center for Real Estate Finance

Be a CRU

The Curriculum

All courses for the CRU Specialist Designation are Web-based. All courses can be accessed from anywhere, at anytime. Once enrolled in a course, a student has 12 months to complete it.

The CRU program builds on experience and understanding. The first two levels — the achievement certificate and professional certificate — lay a foundation for the final level, the CRU itself.

Seal of Underwriting Quality

Ultimately, the goal is that the CRU becomes the industry “seal of quality” for underwriting loans. Underwriters and their organizations will seek this distinction not only for the recognition, but also for the invaluable skills and knowledge gained through the curriculum.

Certify your staff

Show the world your organization is dedicated to quality loans by making a commitment to certify your underwriting staff through this program.

Contact CampusMBA's Sales Team at (800) 793-6222 (select option 3) or email corporatetraining@mortgagebankers.org for details.

CampusMBA offers the CRU curriculum developed in partnership with Genworth Mortgage Insurance. Genworth's underwriting courses and content have been integrated into the program curriculum to enhance CampusMBA's current offerings to the real estate finance industry.

Genworth
Financial



The Path

LEVEL I: Residential Underwriter Achievement Certificate

Prerequisites

- A minimum of one year industry experience is recommended.

Exemptions

An underwriter with more than two years of underwriting experience can test out of Level I curriculum. Contact CampusMBA at (800) 793-6222 (select option 3) to learn more about exemption.

LEVEL I, STEP 1: Enroll

- Complete an enrollment form and submit associated fees at www.campusmba.org/cru.

There are two ways to enroll in the Residential Underwriter Achievement Certificate (CRU Level I) program:

1. **Regular Enrollment:** Enroll in the program, then register for and complete each course one by one.
2. **Complete Package Enrollment:** Enroll in the complete Level I Package, which includes certificate program enrollment, all required courses and comprehensive exam. Save 25 percent on all program components with this option. This option does not include substitutions.

LEVEL I, STEP 2: Enroll in and Complete the Coursework

Required Web-based Courses

- Basic Appraisal Underwriting
- Essentials of Residential Underwriting
- Tax Return Basics: Show Me the Money
- Underwriting Capstone 101 (Basics of Automated Underwriting)

Elective Web-based Courses (complete one)

- Credit Scoring
- Fair Lending Essentials
- Mortgage Banking Primer

Acceptable Substitutions

- Substitute CampusMBA's instructor-led program *Underwriting University* in place of *Basic Appraisal Underwriting, Essentials of Residential Underwriting* and *Underwriting Capstone 101*.
- Substitute a certificate of completion from Fannie Mae's *Basics of Desktop Underwriter* classroom training or Freddie Mac's *Loan Prospector Specialist* in place of *Underwriting Capstone 101*.

LEVEL I, STEP 3: Pass the Test

When the required courses are complete, take the CRU Level I comprehensive exam. Passing the test earns the Residential Underwriter Achievement Certificate.

CRU Level I Regular Enrollment/Course Registration Costs:

Program Enrollment Fee:

MBA Member: \$100 • Nonmember: \$150

Note: Cost of courses is not included in enrollment fees. Enrollment fees are nonrefundable and nontransferable. From the date of regular enrollment, applicants have five years to complete the program requirements.

Course Registration Fees (per course):

MBA Member: \$99 • Nonmember: \$149

Note: Once enrolled in a course, applicants have 12 months to complete it.

LEVEL II: Residential Underwriter Professional Certificate

Prerequisites

- Three to four years of industry experience is recommended.
- Completion of the Residential Underwriter Achievement Certificate (CRU Level I).

Exemptions

An underwriter with more than four years of underwriting experience can test out of Level II curriculum. Contact CampusMBA at (800) 793-6222 (select option 3) to learn more about exemption.

LEVEL II, STEP 1: Enroll

- Complete an enrollment form and submit associated fees at www.campusmba.org/cru.

LEVEL II, STEP 2: Enroll in and Complete the Coursework

Required Web-based Courses

- Fraud Detection and Deterrence
- Tax Return Analysis: The Bottom Line
- Underwriting Capstone 201 (Jumbo Loans, Automated Underwriting, A-paper)

Elective Web-based Courses (complete two)

- Construction/Permanent Loans
- Introduction to Manufactured Housing
- Underwriting Manufactured Housing

LEVEL II, STEP 3: Pass the Test

When the required courses are complete, take the CRU Level II comprehensive exam. Passing the test earns the Residential Underwriter Professional Certificate.

CRU Level II Regular Enrollment/Course Registration Costs:

Program Enrollment Fee:

MBA Member: \$200 • Nonmember: \$250

Note: Cost of courses is not included in enrollment fees. Enrollment fees are nonrefundable and nontransferable. From the date of regular enrollment, applicants have five years to complete the program requirements.

Course Registration Fees (per course):

MBA Member: \$99 • Nonmember: \$149

Note: Once enrolled in a course, applicants have 12 months to complete it.

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LEVEL III: Certified Residential Underwriter (CRU) Specialist Designation

Prerequisites

- Four or more years of industry experience is recommended.
- Completion of Residential Underwriter Achievement Certificate (CRU Level I) and Professional Certificate (CRU Level II).

LEVEL III, STEP 1: Enroll

- Complete an enrollment form and submit associated fees online at www.campusmba.org/cru.

LEVEL III, STEP 2: Enroll in and Complete the Coursework

Required Web-based Courses

- Underwriting Alternative Lending Products
- Underwriting Manual Mortgages and Caution Loans
- When Bad Things Happen to Good Properties

Elective Web-based Courses (complete two)

- Community Reinvestment Act
- FCRA and FACTA: Changing the Way You Look at Credit
- HMDA: What Is it?
- Keeping Up with RESPA
- Protecting Customer Privacy
- Understanding Truth in Lending
- Understanding the USA PATRIOT Act

LEVEL III, STEP 3: Enroll in and Pass the Test

When the required courses are complete, enroll in the CRU Level III comprehensive exam. Pass the test and become a Certified Residential Underwriter.

CRU Level III Regular Enrollment/Course Registration Costs:

Program Enrollment Fee:

MBA Member: \$300 • Nonmember: \$400

Note: Cost of courses is not included in enrollment fees. Enrollment fees are nonrefundable and nontransferable. From the date of regular enrollment, applicants have five years to complete the program requirements.

Course Registration Fees (per course):

MBA Member: \$99 • Nonmember: \$149

Note: Once enrolled in a course, applicants have 12 months to complete it.

Level III Exam Fee:

MBA Member: \$150 • Nonmember: \$300

Graduation and Recognition

Students who complete the Residential Underwriter Achievement and Professional certificate programs are awarded with frameable certificates. CRU Designees are featured in *Mortgage Banking*[®] magazine and prominently highlighted on www.campusmba.org.

Maintaining the Designation

A Certified Residential Underwriter must complete five points of continuing education every two years. Continuing education can be earned by successfully completing one of the applicable CampusMBA courses. Prior to the end of the two-year period, designees must complete the CRU Continuing Education Reporting Form and submit it with a \$100 re-accreditation fee.

Get started today.

www.campusmba.org/cru or (800) 793-6222 (select option 3)