

CMPS® Course Syllabus

CMPS® Certification Course (Online Self-Study)

Welcome!

This Certified Mortgage Planning Specialist (CMPS®) Certification Course is designed to equip you with five skills:

- ① Mortgage & Real Estate Taxation
- ② Financial, Mortgage, & Housing Markets
- ③ Cash Flow Planning for Homeowners & Buyers
- ④ Cash Flow Planning for Real Estate Investors
- ⑤ Ethics, Compliance & Daily Habits

Course Workbook

You may print out the course workbook (provided in .pdf format) and use it as a guideline for following the instructor and taking comprehensive notes as you go through the training. This will enable you to get the most from the information and personalize the knowledge that you will gain.

This is an online self-study financial literacy course that transforms loan officers into trusted advisors.

Loan officers who graduate from this course can teach continuing education courses to financial advisors in all 50 states and real estate agents in over 20 states. Your membership includes mortgage calculators and implementation resources.

The method for studying the curriculum and becoming a Certified Mortgage Planning Specialist (CMPS®) is to:

- ✓ Watch the online video modules
- ✓ Pass the final module exam at the end of each module
- ✓ Total time to complete all course videos and exams is approx. 15 hours
- ✓ Understand and agree to the CMPS Code of Ethics
- ✓ Complete an end-of-course survey

Module 1: Mortgage & Real Estate Taxation

Module 1 Includes **Examples, Case Studies & 30 Exam Questions** That Are Administered As-You-Go

- How income tax brackets work
- How to calculate after-tax interest rates and expenses
- How and when to use the “gross-up” formula in the context of mortgage planning
- How to understand the tax and cash flow impact of liquidating funds in a retirement account for a down payment
- How homeowners and buyers can make better use of the exceptions to the 10% early withdrawal penalty
- How the mortgage interest deduction works on primary homes and vacation homes, and how this impacts the client’s mortgage strategy
- The impact of the standard deduction, and how this impacts the buy vs. rent conversation
- How tax basis works and why it matters
- How to understand the capital gains tax on the sale of primary homes and second homes
- How rental income, depreciation, capital gains, and capital losses are taxed on investment properties
- How the gift tax works and why it matters for mortgage borrowers
- How the estate tax is related to the gift tax, and why it matters for mortgage borrowers
- Bonus:** best practices for working with CPAs, attorneys and financial advisors
 - How to avoid legal liability by handling tax topics with clients and strategic partners in a manner that is fully compliant with state and federal regulations
 - How to use the CMPS materials to teach continuing education courses to real estate agents, CPAs and Certified Financial Planners

Module 2: Financial, Mortgage & Housing Markets

Module 2 Includes **Examples, Case Studies & 25 Exam Questions** That Are Administered As-You-Go

- Why and how mortgage rate sheets change
- The significance of various “coupons” in the MBS market
- How to read an MBS candlestick chart and why it matters to you, your clients, and your strategic partners
- The relationship between stocks and bonds, and why it matters
- How to understand the three major economic reports that have the most impact on mortgage rates
- How US Treasury securities and the US National Debt affect mortgage rates
- The only two ways inflation can occur, and why it matters
- How the Fed impacts the mortgage bond market and why it matters
- How to understand the three benchmarks that the Fed uses when making its decisions
- How to understand and anticipate changes in the LIBOR and Prime indices for adjustable rate mortgages (ARMs) and home equity lines of credit (HELOCs)
- How to understand and illustrate the main supply and demand factors that impact house prices
- How to create more value when giving market updates to clients and strategic partners

Module 3: Cash Flow Planning for Homeowners & Buyers

Module 3 Includes **Examples, Case Studies & 14 Exam Questions** That Are Administered As-You-Go

How to use the **CMPS® Calculators** to help homeowners and homebuyers answer these questions:

- Should I buy or rent a home?
- Should I pay cash or use a mortgage?
- What should I do with my other debts?

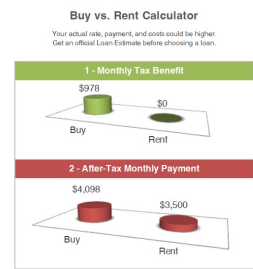
How to identify mortgage planning opportunities around:

- College Funding
- Retirement Planning
- Elder Care Funding
- Distressed Situations

CMPS® INSTITUTE
Improve your life through mortgage planning

Prepared Exclusively For: (Name of Client)

	Buy	Rent
Monthly Rent	-	\$3,500
House Purchase Price	\$600,000	-
Down Payment %	5.00%	-
Total Points & Closing Costs	\$7,000	-
Items Prepaid at Closing	\$4,000	-
Upfront Mortgage Insurance - %	0.000%	-
Upfront Mortgage Insurance Added to Loan? Mortgage Balance	No	\$617,500
Mortgage Interest Rate	6.750%	-
APR	7.250%	-
Monthly Principal & Interest Payment	\$4,005.09	-
Monthly Mortgage Insurance - %	0.720%	-
Monthly Mortgage Insurance - \$	\$370.00	-
Monthly Property Taxes	\$600.00	-
Monthly Property Insurance	\$100.00	-
Monthly Association Dues	\$0.00	-
Other Monthly Expenses	\$0.00	-
Total Monthly Housing Expense (HTH)	\$5,075	\$3,500



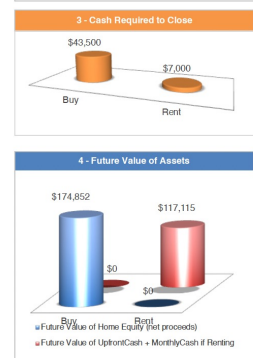
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Improve your life through mortgage planning

Exclusively Prepared For: (Name of Client)

Current Debt Structure				
Debt	Balance	Interest Rate	Annual Interest Cost	Monthly Payment
Mortgage #1	\$200,000	3.750%	\$7,500	\$830
Mortgage #2	\$75,000	11.500%	\$8,625	\$876
Car Loan #1	\$15,000	3.000%	\$450	\$439
Car Loan #2	\$20,000	3.900%	\$780	\$567
Credit Card #1	\$5,000	19.700%	\$985	\$150
Credit Card #2	\$15,000	24.000%	\$3,600	\$590
Credit Card #3	\$7,000	22.000%	\$1,540	\$150
Credit Card #4	\$0	0.000%	\$0	\$0
Other Debt	\$0	0.000%	\$0	\$0
TOTAL:	\$322,000		\$22,940	\$3,199
BLENDED INTEREST RATE:		6.84%		

Proposed Debt Structure				
Debt	Balance	Interest Rate	Annual Interest Cost	Monthly Payment
Mortgage #1	\$335,500	6.750%	\$22,646	\$2,176
	\$0	0.000%	\$0	\$0
	\$0	0.000%	\$0	\$0
	\$0	0.000%	\$0	\$0
	\$0	0.000%	\$0	\$0
TOTAL:	\$335,500		\$22,646	\$2,176
BLENDED INTEREST RATE:		6.73%		

What if You Invest the Extra Monthly Cash-Flow?	
Extra Monthly Cash-Flow:	\$922.74
Annual Rate of Return on Investments:	6.00%
Value of Investments in 5 Years:	\$65,077.27



Module 4: Cash Flow Planning for Real Estate Investors

Module 4 Includes **Examples, Case Studies & 13 Exam Questions** That Are Administered As-You-Go

- ❑ How to understand Cap Rates and NOI, and why it matters
- ❑ How to calculate cash on cash and internal rate of return (IRR)
- ❑ How to use the **CMPS® Calculators** compare loan options for real estate investors
- ❑ How to follow the seven keys of profitable real estate investment and achieve predictable results for investor clients
- ❑ How to benefit borrowers and investors with the Rent-to-Own and Sale-Leaseback strategies

The image shows a screenshot of the CMPS Institute website with several calculators. The top calculator is the 'Internal Rate of Return (IRR) Calculator'. It has two tabs: 'IRR Formula #1 - TVM Method' and 'IRR Formula #2 - Cash Flow Method'. The 'IRR Formula #1 - TVM Method' tab is active, showing input fields for Purchase Price (\$200,000), Down Payment % (20%), Down Payment \$ (\$40,000), Closing Costs (\$5,000), Non-refundable Deposit (if Using Rate-to-Close) (\$10,000), Present Value (PV) (\$200,000), Periodic Payment (PMT) (\$200), Term (N) (20), Future Value (FV) (\$30,000), and Annual IRR (Y) (10.28%).

Below this is the 'Investment Property Loan Comparison' calculator. It has a 'Cash Flows' table and an 'Internal Rate of Return (IRR)' table. The 'Cash Flows' table compares three scenarios: 30 yr fixed 20% Down, 15 yr fixed 20% Down, and 15 yr fixed 25% Down. The 'IRR' table compares three scenarios: 3.000%, 3.000%, and 3.000%.

There are also three bar charts: 'Cash Needed to Close' showing values of \$67,800, \$67,800, and \$80,250; 'Monthly Cash Flow' showing values of \$189.52, \$288, and \$281.00; and 'Annual Internal Rate of Return (IRR)' showing values of 12.51%, 11.84%, and 11.53%.

Module 5: Ethics, Compliance & Daily Habits

Module 5 Includes **Examples, Case Studies & 12 Exam Questions** That Are Administered As-You-Go

The image displays three overlapping screenshots from the CMPS Institute platform. The top-left screenshot shows a 'Compliance Checklist' with a circular flow diagram including steps like '1. Reviewing & Promoting', '2. Sales Conversation & Application', '3. After Closing', and '4. Closing'. The middle-left screenshot shows the 'Code of Ethics' section with a 'Compliance' sub-section. The rightmost screenshot shows the 'Business Planning Calculator' with various input fields and output metrics.

- How to use the *CMPS® Compliance Checklist* to remain legally compliant in all your sales and marketing activities
- How to understand and comply with the *CMPS® Code of Ethics*
- How to use the *CMPS® Activity Tracker* to free up your time for high-profit activities
- How to use the *CMPS® Business Planning Calculator* to create a 12-month business plan