

Shelsie Crawford

From: Toni Pierce
Sent: Wednesday, April 6, 2022 9:06 AM
To: Sales; Mortgage Support Center
Cc: Dave Weber; Josh Heinrich; Justin Yahnig; Rebecca Moorehead; Robert Anderson; Toni Pierce; Wayne Pierce
Subject: Mortgage Support Updates - 4.6.2022
Attachments: You’re Invited: CreditSmart LinkedIn Live Event

Good morning!! I have a few updates to share with everyone today. Before I hop into the updates, did you know today is National Walking Day! Yep, time to get outside and enjoy at least 30 minutes of walking. Created by the American Heart Association to remind people of about the benefits of walking and exercising regularly. Loan Officers and mortgage staff can benefit from this to reduce stress and get more mobile! Sitting at a desk every day is not good for the body! Get up and move! (Public service announcement is now completed 😊)

On to the updates.....

Tax Transcripts Update

SOME of our investors are suspending tax transcript requirements due to IRS delays. It is still required that we have them in our file for USDA and Self-Employed Borrowers. We will continue to require them and follow the procedures we have in the past years. We will need confirmation they have been filed and are in line for processing with a valid 4506-C, then we will move to a trailing document at time of funding. If there are questions about this process, please get with your sales manager for clarification!

VA SSI Gross Up (or any fixed income)

Please note that VA does not allow residual income calculation to include grossed up SSI or fixed income. Grossed us SSI or any fixed income is only for qualifying income. Please remember this when checking residual income figures!!


CAIVRS & Conventional Loans

This is informational! We recently had a question in Mtg Support that asked “Does CAIVRS get ran on conventional loans?” The answer is maybe....If there is an issue that pops up on the loan that would lead us to run a CAIVRS to make sure we completed the proper due diligence on the file to protect our lien position, then the Underwriter will run CAIVRS. The key to the end result is to determine if the issue will threaten our first lien position. The fact that there is a CAIVRS claim does not in itself decide that we cannot proceed with the file. It does mean that all the facts will need to be analyzed to determine if we can or cannot proceed in regards to the circumstances for our 1st lien position. If you know there is a CAIVRS claim and a specific situation, we encourage you to get with Mortgage Support with all the details to allow us to get this information in front of Underwriting to start working through the situation and see if we can close the loan or not.

Promotional Items

Is your branch interested in promo items for events or fairs this year? Have you considered purchasing items to have available in your office for agent visits or other reasons? FSB would like to help you save money as much as possible and time! If you are interested in promo items and have the funds already built into your budget for the purchase of items, email Toni to let her know you have an interest in this. We would like to combine orders as much as possible to get better pricing for our group and then distribute out to the branches that are participating in this. If you are under your own brand, we will do our best to find a solution for better pricing as part of this venture!

And, one last question in regards to promo items....did you know that FSB has an official mascot? 😊😄 Yep, we sure do! Sniff Dog is the official Mascot of our bank. Sniff is an adorable beagle that comes with a custom bandana with the FSB logo on it in our green.




Sniff Beagle

Item # 1558

[Share](#) [Print](#) [Email](#)

Add your logo with a printed accessory! If you want to paw at new business during the next promotional campaign, look no further than Sniff the beagle stuffed animal. Featuring a brown/white/black color pattern and measuring 5"H, this fun and cute toy is a must-have giveaway for rescue shelters, vets and so much more. Customize with an imprint of your company logo and message for maximum brand exposure on a terrific toy. This dog may be small in stature, but it's big in personality! Complies with ASTM, CPSIA, Prop 65. 5" H

Please click the Request Info button below to contact us for pricing information.



The minimum order for Sniff is an order of 100. They are \$7.50 each at this quantity. Sniff is great for Social media Marketing, gift basket giveaways, fun promotions involving families and kids and all kinds of other ideas. What we need to know is which branches would be interested in going in on the purchase of 100 Sniff dogs for use at their branch for different promotions? Think long term with this one...over the next couple of years, could you use these for any promos? If you are interested, let Toni know. If we get enough interest, we will get an order together for Sniff!

CreditSmart LinkedIn Event

April 19th is a training offered by FreddieMac that discusses the benefits of financial education for the communities you serve. This will provide the Loan staff insight into supporting their borrowers through homebuyer education. This is a smart training to take to understanding these resources. You must register for this event if you would like to take this! Email with the information to register is attached.

Since you read to the very end of my email! (Thank you, thank you, thank you!) I am sharing a funny with the group that I think everyone will get a chuckle out of. Enjoy!



Please allow 24 hours for a full response from Mtg Support!

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