

Karley Stover

From: Josh Heinrich
Sent: Tuesday, January 17, 2023 11:00 AM
To: Sales
Cc: Josh Heinrich; Mortgage Management
Subject: Important Updates for this week
Attachments: nonrecurring income .docx; Old GFE on current house 1988.pdf

Good morning, everyone!

Here are a few announcements for this week:

HMDA Reporting for 2022 - VERY IMPORTANT:

Due to the federal government's HMDA data collection and reporting requirement, ALL 2022 non-originated (denied or withdrawn) files must be sent in to denials@flanagansstatebank.com by 1/24/2023, in order to give the Compliance Department time to process and report these files by the March 1st deadline and avoid violations. As a reminder, all decisioning is required to be done within 30 days from all borrowers applying to get prequalified.

Discontinuation of "VOE@flanagansstatebank.com" Email:

For those loan officers that use the VOE distribution, please note that we will be no longer using this distribution. In the future, if you require a VOE prior to contract, simply email the employment information to mortgage support and our team will order the VOE required.

Reminder on Mortgage Support Roles:

Please remember that Mortgage Support no longer answer underwriting "discretionary" questions, or add vendors to MBOT. Those emails should be sent to underwriting@flanagansstatebank.com and vendors@flanagansstatebank.com respectively. Mortgage Support will do the following:

1. Calculate S/E Income.
2. Order IBTS when required for Manufactured Homes.
3. Submit FHLB Grant packages.
4. Looking up product guidelines.

Further FHLB 2023 Training:

Please see the link for our second FHLB Training. Many people could not attend the first training, the last week in December. Therefore, we will do a second training today from 1 PM CST to 2 PM CST. This is the day that funds are available for the program. The link is below:

Join on your computer, mobile app or room device

[Click here to join the meeting](#)

Clarification on Non-Recurring Income from Business Tax Returns:

Underwriting wanted to pass along this good read about Non-Recurring income on the SAM Worksheet. It is attached.

Pretty Interesting - GFE from 1988:

I thought I would share a pretty cool event that happened last week. Linda Kestner, one of our branch managers in our Classic Home Mortgage Team, had a client come in an apply with her again after she did a VA loan for him back in 1988. He brought with him a GFE that Linda had given him back then. The rate was 10%. Regardless of technology, or product offerings, etc. personal relationships are the most important tool for a Loan Officer. I hope many of our newer LO's have this happen 34 year later as well!

Thank you, and have a great week!

Josh Heinrich / NMLS ID: 334476

Retail Sales Manager

Flanagan State Bank / NMLS ID: 408461

Phone: 630-399-2827

Email: Jheinrich@fsbfamily.com

