



FRAMEWORK®

Massachusetts Community & Banking Council
Mortgage Lending Committee Meeting

December 12, 2017



Agenda

- Framework: A simple idea
- Framework overview
- The Framework approach
- Counseling agencies and Framework
- Loan products and Framework
- Course demo slides
- Smart Start for Homeowners
- Partnering with Framework



A simple idea

Framework is about a simple idea: Every homebuyer should educate themselves about the mortgage process and the responsibilities of homeownership, and then protect their investment with ongoing learning and advice.

And, doing so should be simple and fun.



The Framework approach

- 🏠 For today's homebuyers and homeowners
- 🏠 Mobile-first Design
- 🏠 Easy to navigate
- 🏠 Accessible (WCAG 2.0 AA)
- 🏠 Best practices in adult learning and online education
- 🏠 Offered in English and Spanish
- 🏠 Over 200,000 users and counting



Counseling Agencies

- ☒ Exceeds HUD and NIS Guidelines
- ☒ No set-up fee
- ☒ Customized URL
- ☒ 80% enrollment fee revenue share
- ☒ Reporting
- ☒ Customer support
- ☒ Optional certificate withhold feature



Participating programs and loan products

- 🏠 Fannie Mae Programs (HomeReady, HomePath ReadyBuyer)
- 🏠 Other lender programs
- 🏠 State and local programs
- 🏠 Down payment assistance
- 🏠 Federal Home Loan Bank
- 🏠 Housing Finance Agency
- 🏠 Credit union programs



Lessons

Resources

Tosin Admin



CONTACT A Homeownership Advisor

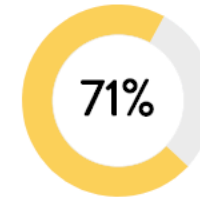


Questions? Connect with one of our expert Homeownership Advisors.

DISMISS X

Welcome back, Kelly. We missed you.

Access the seven lessons from the cards below.



YOUR PROGRESS

To pass, you need an overall score of 80%. Details on do-overs below.

1

Are You Ready to Own a Home?

4 TOPICS

Enter

2

Getting Started: The Big Picture

3 TOPICS

Enter

3

How to Shop for a Mortgage

3 TOPICS

Enter

4

Finding the Right Home

5

Making an Offer

6

Closing on Your New Home

Help

6

Closing on Your New Home

It's almost time to celebrate your first day of smart homeownership. But before you get the keys to your new front door, you've got some paperwork to take care of. Besides the closing documents, there's homeowners insurance.

● **The Closing Process**

8 Minutes



○ **Your Closing Documents**

7 Minutes

○ **Buying Homeowners Insurance**

8 Minutes

RESOURCES

You can download or view the resources you want to use any time.

How to get ready for closing

With good planning, closing can be a very smooth process. Here are the five things you need to do to get ready.

1. Meet the conditions of the loan



Any conditions set by the lender must be met before closing. If you become concerned about any of them, contact your lender ASAP.



2. Buy homeowners insurance



3. Prepare to move



4. Make the final walk-through



5. Gather your documents

How to get ready for closing

With good planning, closing can be a very smooth process. Here are the five things you need to do to get ready.

1. Meet the conditions of the loan



Any conditions set by the lender, such as getting **homeowners insurance** or paying for closing costs. If you become concerned about any of them, contact your lender for more information.

homeowners insurance
A form of insurance that protects the insured property against loss from theft, liability and most common disasters.

2. Buy homeowners insurance



Lenders require you to buy **homeowners insurance** and bring the policy to closing. It's pretty important, obviously. That's why Topic 3 of this lesson is devoted to it.



3. Prepare to move



4. Make the final walk-through

6

Lesson Quiz

How much have you learned?

Ready for your quiz? This counts toward your course score. Read each question carefully and choose the best answer.

Let's begin



Lessons

Resources

Tosin Admin



CONTACT A
Homeownership Advisor



Questions? Connect with one of our expert Homeownership Advisors.

DISMISS

Kelly here are all your homebuying tools in one place!

,

1

Are You Ready to Own a Home?



[Expense reduction tips](#)

[Expense tracking worksheet](#)

2

Getting Started: The Big Picture



[CFPB's "Your Home Loan Toolkit"](#)

[CHARM](#)

3

How to Shop for a Mortgage



[Contract-for-deed tip sheet](#)

[Questions for lenders](#)

Help



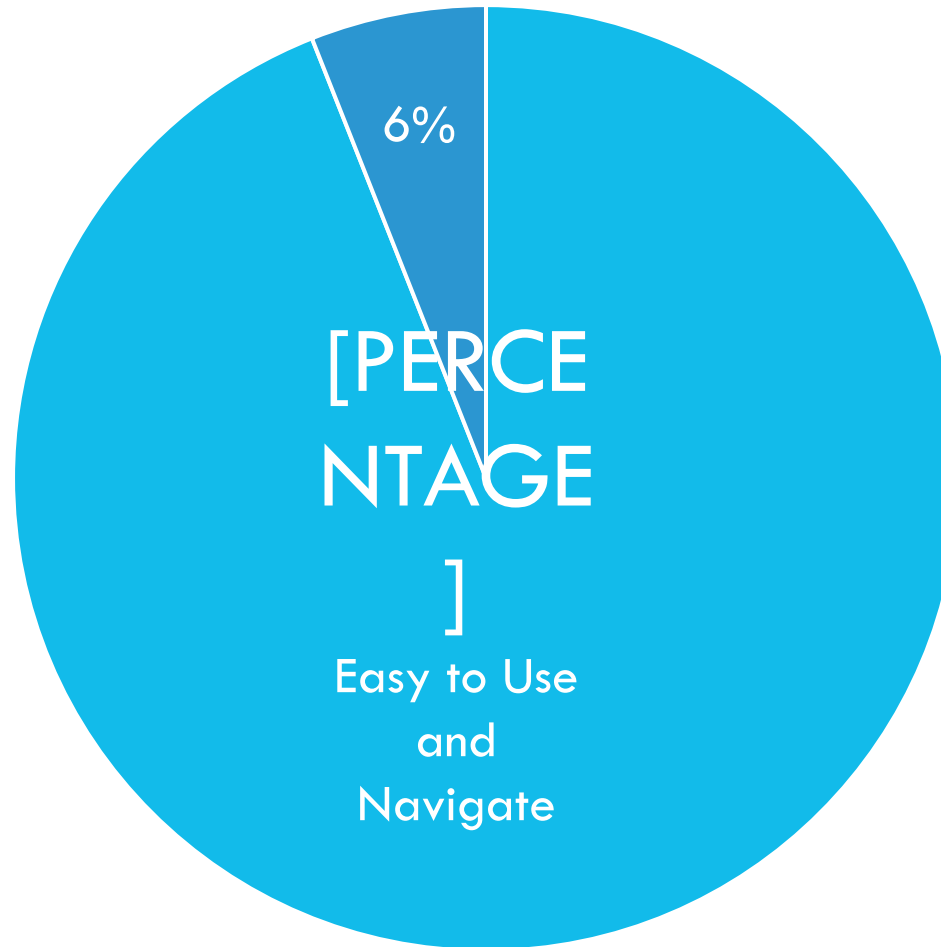
Learning Expectations



Framework customers who enroll via Counseling Partner



Course Navigation



Framework customers who enroll via Counseling Partner



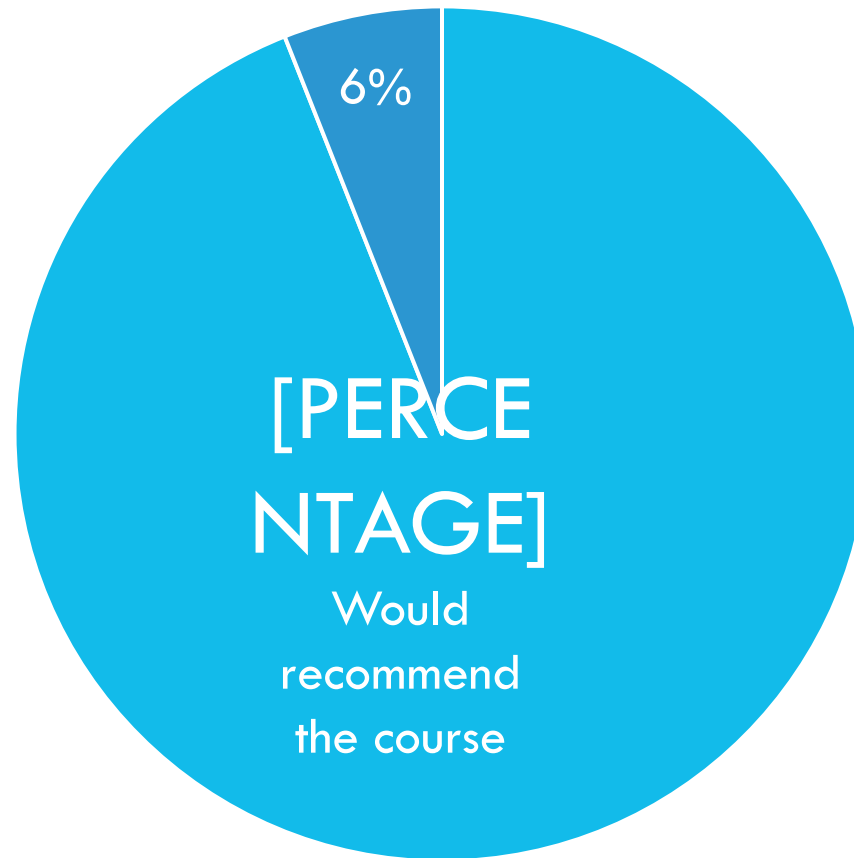
Course Satisfaction



Framework customers who enroll via Counseling Partner



Course Referral



Framework customers who enroll via Counseling Partner



Smart Start for Homeowners

- Monthly educational series
- Delivered via email
- Content archived online
- Easy to access and browse

FRAMEWORK.

[Get Started](#) [Blog](#) [About](#) [Need Advice?](#) [Help](#) [For Professionals](#)

[Log In](#)

Smart Start For Homeowners

Buying a home is just the beginning. Maintaining your home and protecting your investment, that's a lifetime commitment. With our growing collection of resources for new homeowners, you can feel confident every step of the way.

FRAMEWORK
SMART START FOR HOMEOWNERS

Homeowners Insurance 201

If you didn't do much homework before buying your policy, the first thing to do is cut yourself a break.

[READ MORE](#)

HIGHLIGHTS FROM THIS ISSUE

- [Understanding your policy](#)
- [Are you underinsured?](#)
- [9 insurance misconceptions](#)

SMART START LIBRARY | HOMEOWNERSHIP ADVISING
THE BLOG | ABOUT FRAMEWORK

FRAMEWORK
SMART START FOR HOMEOWNERS

Know your mortgage statement

Buying a home brings an important new document into your life: your mortgage statement. We'd like to help you get to know it.

[READ MORE](#)

HIGHLIGHTS FROM THIS ISSUE

- [Take a tour](#)
- [Recordkeeping](#)
- [Fixing errors](#)

SMART START LIBRARY | HOMEOWNERSHIP ADVISING
THE BLOG | ABOUT FRAMEWORK

- Moving and Settling In**
No matter how excited you are, moving can be stressful. Good planning helps a lot.
[READ MORE](#)
- Know Your Mortgage Statement**
Buying a home brings an important new document into your life: your mortgage statement. We'd like to help you get to know it.
[READ MORE](#)
- Insurance 201**
If you didn't do much homework before buying your homeowners insurance policy, the first thing to do is cut yourself a break.
[READ MORE](#)
- Tax Basics for Homeowners**
One bonus of homeownership, especially early on, is tax breaks, if you've never been an itemizer, you're about to become one.
[READ MORE](#)
- Let the Home Maintenance Begin!**
Good-bye to renting means hello to home maintenance. And you know what? It feels really good to take care of your home.
[READ MORE](#)
- The Annual Financial Checkup**
Some people like exercise, some people don't, but almost everyone feels good afterward. The annual financial checkup is like that.
[READ MORE](#)



Partnering is easy

- 🏠 Schedule a demo
- 🏠 Execute partner agreement
- 🏠 Receive your customized URL



Stay in Touch

Email us partners@frameworkhomeownership.org

Join our mailing list at www.frameworkhomeownership.org

Follow us on Facebook, LinkedIn, and Twitter