



April, 2007

## Uniform Standards – Workshop Curriculum

### **Understanding Credit**

Establishing a credit record  
Repairing a bad credit record  
Correcting an erroneous credit record

### **Budgeting/Goalsetting/Money Management**

Determine your family's total net income  
Determine your total monthly expenses  
Housing expenses; Credit card debt  
Cash purchases; Emergency reserve fund  
Living within your budget

### **Pre-Qualifying vs Pre Approval**

Benefits of being pre-qualified  
Required documentation; Costs/fees

### **Upfront Costs/Moving-Insurance-Closing**

Down payment; Closing costs  
Settling in costs; Ongoing costs  
Monthly mortgage payment; Taxes and insurance; Other costs of homeownership

### **Pros and Cons of Homeownership**

Do you really want to own your own home?  
Advantages/Disadvantages  
Can you afford to buy a house – financial literacy

### **Choosing the Right Home**

Deciding what you want  
How expensive of a home can you buy?  
Are you ready for homeownership?

### **Rights and Responsibilities**

What rights and responsibilities do you have as a homeowner e.g., fair housing and fair lending laws? You have the right to shop for financing, realtors, insurance, etc.  
What documents do you have a right to?

### **Negotiating and Handling Conflict**

Negotiating the purchase  
What happens when there are problems with the offer or financing?

### **Understanding the Professions Involved**

Home Inspectors; Realtors; Appraisers  
Closing agents; Lenders; Property Insurers;  
Mortgage Insurers

### **Foreclosure Prevention: Refinancing, etc.**

Understanding the terms of your loan  
Avoiding foreclosure  
Contacting your lender/servicer  
Working with a credit counselor  
Beware of predatory lending

### **Housing Loans, Applications, Etc.**

Various mortgage loans available  
Shopping for a loan; Applying for a loan  
Loan processing  
What happens if your loan application isn't approved?

### **Making an Offer, Earnest Money, etc.**

Deciding how much to offer  
Submitting the offer; Terms of the contract  
Acceptance of offer

### **Closing on your Home**

Preparing for the closing  
How much money to bring to the closing  
Closing - - - The Big Day

### **Maintenance & Equipment Needed**

Seasonal inspection checklist  
Cost-effective energy conservation measures  
Do-it-yourself repairs; Major repairs/home improvements (contractors, financing available)

### **Insurance, Taxes, Valuations**

Mortgage insurance; Homeowner insurance  
Real Estate taxes; Property assessments

### **Being a Good Neighbor**

Settling in; Meeting your obligation as a borrower; Reaping the benefits of homeownership