

New To Reverse Checklist

Whether or not reverse mortgages are your primary product, it helps to know loan basics, how to spot potential borrowers, and how to move through the loan process with Finance of America.

Check your reverse mortgage readiness with this checklist



Logins and Credentials

Make sure you can login to each. [Email Sales Support](#) for assistance.

- ☐ [Xcelerate](#) - your partner portal for tools and training
- ☐ Preferred Loan Operating System (LOS) - Reverse Vision, Link, and Quantum.



Resources

Register for classes on the [training calendar](#) and access helpful resources in [Xcelerate](#).

- ☐ Learn about HomeSafe and reverse mortgage products
- ☐ Find pre-made customizable print, social media, and emails on Xcelerate
- ☐ Calculate figures to share with clients in [Reverse Mortgage Illustrator](#) on Xcelerate



All About Borrowers

You're almost ready to reach out to potential borrowers!

- ☐ Identify reverse leads in your current database and find new clients using this [Lead Source Guide](#)
- ☐ Get to know your borrowers' needs and pinpoint the solution with the [Borrower Questionnaire](#)
- ☐ Create an elevator pitch centered around their goals and the advantages of reverse



Working the Loan

There are several steps in the loan process. Work closely with your Account Executive and Sales Support Rep to ensure all items are entered and submitted correctly.

- ☐ Input your loan data, complete the Financial Assessment, and generate a Proposal Package and an Application Package
- ☐ Communicate the process and required documentation with your borrower so they know what to expect and provide
- ☐ Have your borrower provide documentation and their counseling certificate, order title work and appraisal, and submit loan to underwriting

PRO TIP!

Finance of America provides many training courses, dozens of reverse marketing material, and in-house processing to help you grow a thriving retirement mortgage business. Use all these tools to reach your goals faster!



FINANCE of AMERICA

Contact the Partner Engagement Team at Xcelerate@FinanceOfAmerica.com

Email Us

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