



IDAHO HOME BUYER COACH

IHBC is excited to be your source of education and information. We are looking forward to helping you achieve your goal of homeownership!

coach@idahohomebuyercoach.com

**THE
GAME PLAN**

IDAHO HOME BUYER COACH



Our Relationship With You

Initial Inquiry

You speak to one of our coaches and give them some basic information about what your goals are.

Credit Review

We review your credit report with you and discuss, in detail, what everything on it means.

The Game Plan

We outline a game plan with a customized step by step guide that is based on your individual situation. Whether the goal is to buy a home now or two years from now. We will show you exactly how to do it.



Client Appreciation Program

We provide ongoing communication, recognition, and added value to build and enhance our relationship with you.

Approval for Shopping

We are with you every step of the way to helping you get your mortgage approved. It's time to start looking for homes!

CLIENT FOR LIFE SYSTEM

Mortgage Management System

We have designed a loan tracking and management process to ensure that your mortgage meets your changing needs and you have the most competitive loan terms over the life of your loan.

The Unique Mortgage Experience

We provide a unique concierge experience designed to address any unforeseen obstacles and facilitate the smooth closings of your mortgage.



LOAN APPLICATION

BORROWER INFORMATION

ARE YOU: MARRIED SINGLE DIVORCED

FULL NAME _____ SOCIAL SECURITY NUMBER _____

CURRENT HOME ADDRESS _____

CITY _____ STATE _____ ZIP _____ DATE OF BIRTH ____/____/____

HOW LONG HAVE YOU LIVED AT THIS ADDRESS? _____ DO YOU OWN RENT?

HOME PHONE NUMBER _____ WORK PHONE NUMBER _____

CELL PHONE NUMBER _____ EMAIL _____

WHAT IS YOUR CURRENT RENT OR MORTGAGE PAYMENT? _____

EMPLOYMENT INFORMATION (if applicable)

CURRENT EMPLOYER _____ SELF EMPLOYED: YES NO

EMPLOYER ADDRESS _____

CITY _____ STATE _____ ZIP _____ JOB TITLE _____

HOW LONG WITH CURRENT EMPLOYER _____ YEARS IN THIS LINE OF WORK _____

PLEASE DESCRIBE YOUR COMPENSATION (HOURLY, SALARY, BONUSES, COMMISSIONS, ECT.)

HOURLY \$ _____/HOUR HOURS PER WEEK _____

SALARY \$ _____/YEAR COMMISSION \$ _____ TERMS _____

BONUSES \$ _____ TERMS _____

PLEASE LIST PREVIOUS AND/OR SECONDARY EMPLOYMENT (WE NEED TWO YEARS TOTAL)

EMPLOYER _____ PREVIOUS SECONDARY

EMPLOYER ADDRESS _____

CITY _____ STATE _____ ZIP _____ JOB TITLE _____

HOW LONG WITH CURRENT EMPLOYER _____ YEARS IN THIS LINE OF WORK _____

PLEASE DESCRIBE YOUR COMPENSATION (HOURLY, SALARY, BONUSES, COMMISSIONS, ECT.)

HOURLY \$ _____/HOUR HOURS PER WEEK _____

SALARY \$ _____/YEAR COMMISSION \$ _____ TERMS _____

BONUSES \$ _____ TERMS _____



CONTINUED LOAN APPLICATION

CO-BORROWER INFORMATION

ARE YOU: MARRIED SINGLE DIVORCED

FULL NAME _____ SOCIAL SECURITY NUMBER _____

CURRENT HOME ADDRESS _____

CITY _____ STATE _____ ZIP _____ DATE OF BIRTH ____/____/____

HOW LONG HAVE YOU LIVED AT THIS ADDRESS? _____ DO YOU OWN RENT?

HOME PHONE NUMBER _____ WORK PHONE NUMBER _____

CELL PHONE NUMBER _____ EMAIL _____

WHAT IS YOUR CURRENT RENT OR MORTGAGE PAYMENT? _____

EMPLOYMENT INFORMATION

CURRENT EMPLOYER _____ SELF EMPLOYED: YES NO

EMPLOYER ADDRESS _____

CITY _____ STATE _____ ZIP _____ JOB TITLE _____

HOW LONG WITH CURRENT EMPLOYER _____ YEARS IN THIS LINE OF WORK _____

PLEASE DESCRIBE YOUR COMPENSATION (HOURLY, SALARY, BONUSSES, COMMISSIONS, ECT.)

HOURLY \$ _____/HOUR HOURS PER WEEK _____

SALARY \$ _____/YEAR COMMISSION \$ _____ TERMS _____

BONUSSES \$ _____ TERMS _____

PLEASE LIST PREVIOUS AND/OR SECONDARY EMPLOYMENT (WE NEED TWO YEARS TOTAL)

EMPLOYER _____ PREVIOUS SECONDARY

EMPLOYER ADDRESS _____

CITY _____ STATE _____ ZIP _____ JOB TITLE _____

HOW LONG WITH CURRENT EMPLOYER _____ YEARS IN THIS LINE OF WORK _____

PLEASE DESCRIBE YOUR COMPENSATION (HOURLY, SALARY, BONUSSES, COMMISSIONS, ECT.)

HOURLY \$ _____/HOUR HOURS PER WEEK _____

SALARY \$ _____/YEAR COMMISSION \$ _____ TERMS _____

BONUSSES \$ _____ TERMS _____



CONTINUED LOAN APPLICATION

LIQUID ASSETS

CHECKING ACCOUNT BALANCE \$ _____ BANK _____ BOR ___ CO-BOR

CHECKING ACCOUNT BALANCE \$ _____ BANK _____ BOR ___ CO-BOR

SAVINGS ACCOUNT BALANCE \$ _____ BANK _____ BOR ___ CO-BOR

SAVINGS ACCOUNT BALANCE \$ _____ BANK _____ BOR ___ CO-BOR

RETIREMENT ACCOUNT (401k, STOCKS) \$ _____ BANK _____ BOR ___ CO-BOR

RETIREMENT ACCOUNT (401k, STOCKS) \$ _____ BANK _____ BOR ___ CO-BOR

ADDED INFORMATION

HOW IS YOUR CREDIT HISTORY? ___ EXCELLENT ___ GOOD ___ AVERAGE ___ NEEDS WORK

DO ANY OF THESE APPLY TO YOU? ___ BANKRUPTCY ___ JUDGEMENTS ___ TAX LIEN
___ DIVORCE ___ CHILD SUPPORT

I hereby authorize IHBC and/or IHBC's affiliates to verify my past and present employment earnings records, bank accounts, stock holdings, and any other asset balances that are needed to process my mortgage loan application. I further authorize IHBC and/or IHBC's affiliates to order a consumer credit report and verify other credit information, including past and present mortgage and land lord references. It is understood that a copy of this form will also serve as authorization. The information IHBC and/or IHBC's affiliates obtain is only used in the process of my application for a mortgage loan.

BORROWER NAME _____

BORROWER SIGNATURE _____

CO-BORROWER NAME _____

CO-BORROWER SIGNATURE _____

DATE SIGNED ___/___/___



IDAHO HOME BUYER COACH GAME PLAN

New Home Profile

We are creating this profile to help you find just the right home. With this information your Realtor will use their computer database to narrow your search; provide a list of homes for sale that match your profile and help you find the perfect home.

Preferred Location (s):

1. _____ 2. _____ 3. _____
4. _____ 5. _____ 6. _____

Price Range:

FROM: \$ _____ TO: \$ _____ Not Sure _____

Age Preference: _____ New Construction _____ < 5 Years _____ < 10 Years
_____ < 20 Years _____ < 30 Years _____ Other: _____

Number of Bedrooms: ___ 1 ___ 2 ___ 3 ___ 4 ___ 5 ___ More: # _____

Number of Bathrooms: ___ 1 ___ 2 ___ 3 ___ 4 ___ 5 ___ More: # _____

Square Footage of Home: Between _____ and _____ Square Footage

Property Type: ___ Single Family ___ Condo ___ Townhome ___ Farm _____ Other

Preferred Home Style

___ 1 Story ___ 1.5 Story ___ 2 Story ___ Colonial ___ Victorian ___ Contemporary
___ Bungalow ___ Contemporary ___ Manufactured Home ___ A-Frame ___ Log ___ Split Level
___ Other _____

Interior Features

___ Basement ___ Finished Basement ___ Hardwood Floors ___ Tile Floors
___ Central Air ___ Fireplace ___ Laundry Room ___ Workshop
___ Den/Study ___ Formal Dining Room ___ Natural Gas Heat
___ Family Room ___ Great Room ___ Recreation Room
Other _____

Garage ___ 1 or more ___ 2 or more ___ 3 or more ___ 4 or more ___ attached parking

Exterior Features

___ Boat Facilities ___ Fenced Yard ___ Horse Facilities ___ Spa ___ Swimming Pool ___ Tennis Court

School District (s) _____ **Private School** _____

Schools: _____ Elementary _____ Middle _____ High _____ College ___ other _____

Is Being Close To Work Important? ___ Yes ___ No

If Yes, What City Do You Work In? _____

Do You Have A Preferred Suburb Where You Want To Live? _____

Other Preferences: _____



THE PROCESS OF BUYING A HOME

Your loan application is completed and all pre-approval checklist items are Collected

We order your credit report and gather from you any missing documents.

We issue your pre-approval to you and your begin looking at homes with a Professional Realtor.

IHBC Orders Appraisal, Title Report, Insurance Binder and other necessary Documents

We meet with you and determine loan structure based on your financial goals and needs.

You find your home and your realtor presents an offer on your behalf. The offer is accepted and closing date is set.

IHBC Submits complete file to underwriter for final loan approval.

Final approval is issued: Any final conditions are collected and satisfied.

Loan is clear to close and closing documents are Sent to the Title Company.

IHBC Stays in touch and our client for life philosophy begins!

Congratulations...You go to the closing and become the owner of your new home.

IHBC Sends you and your Realtor a copy of the final settlement statement for you to review in advance.



TIPS FOR A SMOOTH LOAN APPROVAL

Here is a list of helpful tips to ensure an effortless loan process. These **DO's** and **DON'Ts** will help avoid any delays with your loan approval.

- **DO** continue making your mortgage or rent payments
- **DO** stay current on all existing accounts
- **DO** keep working at your current employer
- **DO** keep your same insurance company
- **DO** continue living at your current residence
- **DO** continue to use your credit as normal
- **DO** call us if you have any questions

- **DON'T** make a major purchase (car, boat, fur, jewelry, etc.)
- **DON'T** apply for a new credit (even if you seem pre-approved)
- **DON'T** open a new credit card
- **DON'T** transfer any balances from one account to another
- **DON'T** pay off charge offs without a discussion with us first
- **DON'T** pay off collections without a discussion with us first
- **DON'T** buy any furniture
- **DON'T** close any credit card accounts
- **DON'T** change bank accounts
- **DON'T** max out or over charge on your credit card accounts
- **DON'T** consolidate your debt onto 1 or 2 credit cards
- **DON'T** take out a new loan
- **DON'T** start any home improvements projects
- **DON'T** finance any elective medical procedures
- **DON'T** open a new cellular phone account
- **DON'T** join a new fitness club
- **DON'T** pay off any loans or credit cards without discussing it with us

If you encounter a special situation, it is best to mention it to us right away so we can help you determine the best way to achieve your goals.



SHOPPING AROUND?

Here's The Inside Scoop On How To Do it Right!

First: make sure you are working with an experienced, professional loan officer. The largest financial transaction of your life is far too important to place into the hands of someone who is not capable of advising you properly and troubleshooting the issues that may arise along the way. But how can you tell?

FOUR SIMPLE QUESTIONS YOUR LENDER ABSOLUTELY MUST BE ABLE TO ANSWER CORRECTLY, IF THEY DO NOT KNOW THE ANSWERS... RUN... DON'T WALK... RUN... TO A LENDER THAT DOES!

1) What are mortgage interest rates based on?

The only correct answer is Mortgage Backed Securities or Mortgage Bonds, NOT the 10-year Treasury Note. While the 10-year Treasury Note sometimes trends in the same direction as Mortgage Bonds, it is not unusual to see them move in completely opposite directions. DO NOT work with a lender who has their eyes on the wrong indicators.

2) What is the next Economic Report or event that could cause interest rate movement?

A professional lender will have this at their fingertips. For an up-to-date calendar of weekly economic reports and events that may cause rates to fluctuate, please call and I will provide the rates for you.

3) When Ben Bernanke and the Fed "change rates", what does this mean... and what impact does this have on mortgage interest rates?

The answer may surprise you. When the Fed makes a move, they are changing a rate called the "Fed Funds Rate." This is a very short-term rate that impacts credit cards, credit lines, auto loans and the like. Mortgage rates most often will actually move in the opposite direction as the Fed change, due to the dynamics within the financial markets. For more information and explanation, just give us a call.

4) What is happening in the market today and what do you see in the near future?

If a lender cannot explain how Mortgage Bonds and interest rates are moving at the present time, as well as what is coming up in the near future, you are talking with someone who is still reading last week's newspaper, and probably not a professional with whom to entrust your home mortgage financing.

Be smart... Ask questions... Get answers!

More than likely, this is one of the largest and most important financial transactions you will ever make. You might do this only four or five times in your entire life... but we do this every single day. It's your home and your future. It's our profession and our passion. We're ready to work for your best interest!

Idaho Home Buyer Coach



SHOPPING AROUND? (CONTINUED)

Here's The Inside Scoop On How To Do it Right!

Once you are satisfied that you are working with a top-quality professional mortgage advisor, here are the rules and secrets you must know to “shop” effectively.

IF IT SEEMS TOO GOOD TO BE TRUE, IT PROBABLY IS.

But you didn't really need us to tell you that, did you? Mortgage money and interest rates all come from the same places, and if something sounds really unbelievable, better ask a few more questions and find the hook. Is there a prepayment penalty? If the rate seems incredible, are there extra fees? What is the length of the lock in? If fees are discounted, is it built into a higher interest rate?

YOU GET WHAT YOU PAY FOR.

If you are looking for the cheapest deal out there, understand that you are placing a hugely important process into the hands of the lowest bidder. Best case, expect very little advice, experience and personal service. Worst case, expect that you may not close at all. All too often, you don't know until it's too late that cheapest isn't BEST. But if you want the cheapest quote - head on out to the internet, and we wish you good luck. Just remember that if you've heard any horror stories from family members, friends, coworkers about missed closing dates, or big surprise changes at the last minute on interest rate or costs... these are often due to working with discount or internet lenders who may have a serious lack of experience. Most importantly, remember that the cheapest rate on the wrong strategy can cost you thousands more in the long run. This is the largest financial transaction most people will make in their lifetime. That being said - we are not the cheapest. Of course our rates and costs are very competitive, but we have also invested in the systems and team we need to ensure the top quality experience that you deserve.

MAKE CORRECT COMPARISONS

When looking at estimates, don't simply look at the bottom line. You absolutely must compare lender fees to lender fees, as these are the only ones that the lender controls. And make sure lender fees are not “hidden” down amongst the title or state fees. A lender is responsible for quoting other fees involved with a mortgage loan, but since they are third party fees - they are often under-quoted up front by lender to make their bottom line appear lower, since they know that many consumers are not educated to NOT simply look at the bottom line! APR? Easily manipulated as well, and worthless as a tool of comparison.

UNDERSTAND THAT INTEREST RATES AND CLOSINGS COSTS GO HAND IN HAND.

This means that you can have any interest rate that you want—but you may pay more in costs if the rate is lower than the norm. On the other hand, you can pay discounted fees, reduced fees, or even no fees at all—but understand that this comes at the expense of a higher interest rate. Either of these balances might be right for you, or perhaps somewhere in between. It all depends on what your financial goals are. A professional lender will be able to offer the best advice and options in terms of the balance between interest rate and closing costs that correctly fits your personal goals.

UNDERSTAND THAT INTEREST RATES CAN CHANGE DAILY, EVEN HOURLY.

This means that if you are comparing lenders rates and fees—this is a moving target on an hourly basis. For example, if you have two lenders that you just can't decide between and want a quote from each—you must get this quote at the exact same time on the exact same day with the exact same terms or it will not be an accurate comparison. You also must know the length of the lock you are looking for, since longer rate locks typically have slightly higher rates.

Again, our advice to you is to be smart. Ask questions. Get answers.

As you can imagine, we wouldn't be encouraging you to shop around if we weren't pretty confident that we feel that we can give you a great value and serve you the very best.

IDAHO HOME BUYER COACH

Fax Transmittal Form

To: _____ From: _____
IHBC Name: _____
Fax: 208-319-8702 Phone: _____
Fax: _____
Email: _____
Date Sent: _____
Time Sent: _____
Number of pages including cover sheet: _____

Urgent
 For Review
 Please Comment

Message:

The first step in the IHBC Game Plan is for you to review the attached package, complete the confidential financial overview and fax it or email it as soon as possible. This will start your loan approval process.

My team will follow-up personally with you and schedule a convenient phone appointment for the Mortgage Needs Analysis. This step in the program is designed to help you better understand the loan process and determine which loan best meets your financial needs.

We're your pro home buyer coaching team ready to help you score your goal of home ownership. We look forward to designing a customized strategy to make you a winning home buyer!
We appreciate you and value your business.

Sincerely,

Idaho Home Buyer Coach

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