



HUD HOUSING COUNSELING CERTIFICATION 1-DAY BOOT CAMP

In preparation for the HUD Certification Exam, Georgia ACT is sponsoring a 1-day Boot Camp on October 26th, conducted by Carrie Harris and Christopher Spence. They will focus on helping counselors synthesize new material into their existing frame of reference, so as to build upon current knowledge and increase understanding of the various content areas of the Exam.

Based on survey results from the Annual Fall Affordable Housing Conference held on October 10, housing counselors identified the top three modules to be covered during the training:

Core Competency & Learning Objectives

I. FINANCIAL MANAGEMENT

- Coach a client to help the client create a household budget based on financial goals.
- Evaluate a client's current financial situation, including income and expenses, and future goals to help the client achieve short and long-term financial stability.
- Advise a client about strategies to increase income, reduce expenses and reduce debt to achieve stated financial goals

II. FAIR HOUSING

- Reiterate the basics of fair housing and know what is protected by the Fair Housing Act, or FHA, in order to inform and empower clients effectively.
- Reinforce the history of housing discrimination, key provisions of the FHA, and basic terms and concepts necessary for identifying potential violations of fair housing law.
- Gain greater understanding of the Fair Housing Act with the ability to recognize signs and evidence of potential housing discrimination, and to promote client awareness about fair housing requirements.
- Ability to give clients information on how to file a fair housing complaint through HUD or through state and local programs that handle such complaints.
- To understand what "affirmatively furthering fair housing" means and participate in housing counseling agency efforts to affirmatively further fair housing.

III. HOUSING AFFORDABILITY

- Evaluate various housing options for a client when summarizing the costs and benefits of renting versus purchasing a home.
- Apply knowledge regarding the funds a homeowner needs at the close of escrow for a home purchase and the funds a renter must come up with to sign a lease.
- Calculate a client's maximum housing payment, including PITIA for mortgages and rent/insurance for renting.
- Determine annual and monthly income for clients with various pay schedules and incomes and determine expenses based on documentation provided and a credit report.
- Calculate a client's back-end ratio to determine if high debt is an obstacle to meeting housing goals.
- Apply an understanding about the different types of mortgage loans that may be used by a client to purchase a home and counsel the client on which types of mortgage loans may be appropriate for use given the client's specific circumstances.
- Apply knowledge of how FHA and private mortgage insurance works to discuss the costs and benefits of these options with a client.
- Apply knowledge of down payment and closing cost assistance programs to analyze a client's circumstances, income, and overall credit profile to determine eligibility for local mortgage and down payment assistance programs, and be able to determine if financing can be layered with HUD/FHA products.