
FORWARD LENDING
FUEL UP ON BANK STATEMENT KNOWLEDGE
BANK STATEMENT 101
LIVE WEBINAR AUG 13TH 10AM PST

FORWARD LENDING

FORMULA FOR SUCCESS

WE WORK TOGETHER AS A TEAM TO GET YOU ACROSS THE FINISH LINE

EXCEPTIONAL SERVICE

“One-Team” culture dedicated to exceptional service.

QUICK RESPONSE TIME

Quick loan decisions and response times from our Underwriting team.

CLEAR COMMUNICATION

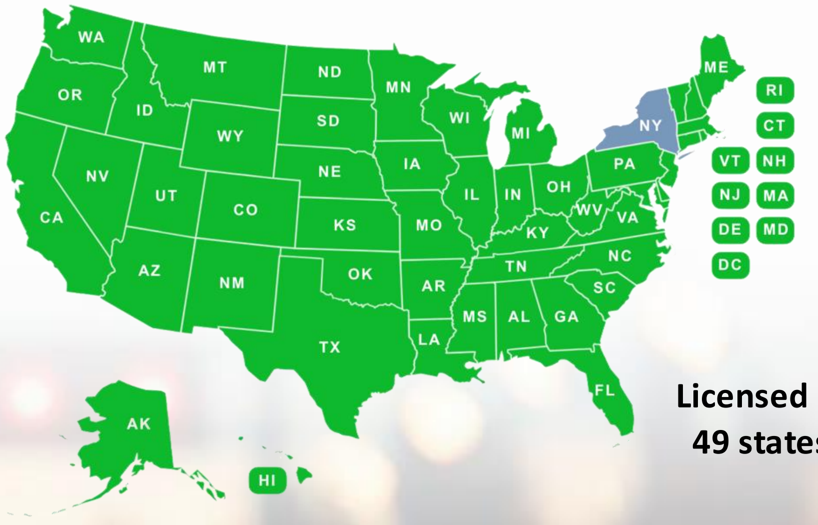
Clear communication, streamlined processing, and outstanding customer service.

SEASONED AEs

Seasoned Account Executives who get your loans to the finish line.

SMOOTH PROCESS

Smooth and stress-free borrowing process for all customers.



Licensed in
49 states

FORWARD LENDING

WEBINAR HOSTS

Jenny Beck, Director of Learning and Development

Shaun Dennison, EVP Non-QM Lending

FORWARD LENDING

FREE TRAINING FOR TEAMS

THE TRACK

- Receive free training on one of the most powerful tools to help you close more loans, The Track.
- Learn how to submit, price, disclose your loan in minutes using our new TPO portal.
- Get an edge on the competition and expand your business at the same time with The Track.
- Schedule training now and reserve a spot for you and your team.
- Training available now! https://forwardlendingmtg.com/the-track/

SPECIALS FOR AUGUST

Special 1: **Non-QM Pricing Improvements**

- 25 BPS on Non-QM Select & Core
    - Includes Closed-End Seconds and DSCR 5-8

Special 2: **Government Pricing Improvements**

- 25 BPS on FHA, VA & USDA*
    - FICO 620+ Non-Select Standard & High Balance
- 12.5 BPS on FHA, VA & USDA Select
    - Includes Select Standard & High Balance
    - Includes FHA Streamlines and VA IRRRLs

*Excludes DPA and CalHFA

Closed-End Seconds Specials: eligible only in conjunction with Forward Lending first liens. See our Closed-End Seconds matrix for details. Loans originated in US Territories and the following states are ineligible: MI NJ, NY, TN, TX, WV. Restrictions apply. Contact your account Executive for details. Important to note that a Closed-End Second Mortgage may typically have a higher interest rate than the first lien mortgage.

August Special Offers valid for loans locked between 8/1/2026 and 8/31/2026. All offers are subject to change without prior notice. Rate and price improvements are applicable only to qualifying loan programs and borrowers, and not all applicants will qualify. Specials cannot be combined with any other offer or price exception unless explicitly stated. Terms, restrictions, and conditions apply. This is not a commitment to lend.

Loans may qualify for additional price improvement with Select Specials as indicated on our Prime and Non-QM Rate sheets.

Forward Lending is not affiliated with or acting on behalf of or at the direction of the Federal Housing Administration, Veterans Administration, or the Federal Government.

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Bank Statement 101

What makes bank statement loans different from conventional income analysis?

- Why Non-QM Borrowers user bank statements
- Common borrower profiles
- Personal vs. Business statements
- Why tax returns don’t always tell the full story

When you receive 12 or 24 months of bank statements, where do you start?

- Read the Self-Employed business narrative
- Verify all pages are included in submitted statements
- Look for deposit consistency – Frequency and Amount
- Identifying business income
- Spotting transfers
- Reviewing beginning and ending balances

What deposits count toward qualifying income?

- Gross deposits
- Eligible deposits
- Business revenue
- Expense factors
- CPA letters
- Average monthly income

COMMON MISTAKES

What are the most common mistakes you see newer underwriters make?

- Counting transfers as income
- Business on 1003 does not match business on bank statements
- Using incomplete statements
- No tax preparer due diligence (license verification)
- Ignoring declining income
- Not addressing deposit gaps/inconsistencies
- Deposit verbiage vs industry
- Income duplication – using personal and business statements

What makes you stop and investigate further?

- Large unexplained deposits
- Cash-heavy business deposits
- NSFs
- Transfers from personal accounts (owner re-funding business)
- Altered statements (names, deposits and/or beginning and ending balances)
- Round-dollar deposits
- Negative daily ending balances
- No online presence – can't find the business

THE GOTCHA'S

What are some of the issues that seem small but can derail a loan?

- Key word deposit disqualifiers
  - Refund
  - Loan
  - Advance
  - Draw
  - Disbursement
  - Transfer
- Knowing exact employee count, time in business and ownership %
- Monthly income vs Assets (reserves) not in line
- Undisclosed debt payments in the "withdrawals"
- Lack of Entity due diligence up front – i.e. Secretary of State shows entity "dissolved"

When would you prefer one over the other?

- Advantages
- Challenges
- Business expense factors
- Co-mingled funds
- Sole proprietors

What documentation makes your job easier?

- Tax Preparer letter
- P&L statement
- Business License
- Corporate Documents
- Secretary of State
- Website
- Invoices
- Detailed/Correct Self-Employed narrative – Tell the story

What fraud indicators have you actually encountered?

- Bank Statement calculation software – fraud detection
- Bank statement alterations
  - Misspellings
  - Faunt variance
  - “Math not mathing”
- Fake websites
  - Domain name – doesn’t match legitimate site
  - Business in existence 5 years but domain registered 2 months ago
  - Poor quality content
    - Spelling errors
    - Broken links
    - Generic stock photos

If you could give one piece of advice to a new underwriter, what would it be?

- Follow the money
- Trust but verify
- Never assume
- Document your thought process
- Ask questions early
- Review every page

LIGHTNING ROUND Q&A

CONTACT US

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WE KEEP YOU MOVING FORWARD

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