

DSCR Agent Academy

90 days to stronger investor conversations

Your educator: Paul Singh Senior Mortgage Advisor | NMLS #406332

13 practical lessons + investor conversation tools + completion assessment

Learn how to identify rental-property questions, prepare a useful financing scenario and build a thoughtful investor outreach routine.

Free educational self-study. Open on the same terms regardless of referrals. No CE credit, professional license, lender certification or official designation. Examples are hypothetical and do not establish approval or investment performance.

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Content reviewed October 15, 2026. Check current lender requirements for every actual scenario.

Your 90-day learning path

Read one lesson each week, complete its practical exercise and return to the website assessment. Allow about 15-20 minutes for the lesson, plus time for the optional activity. The last message is a day-90 wrap-up.

Completion standard: read all 13 lessons and answer at least 11 of 13 assessment questions correctly. The website records self-study progress on the current device. It does not verify identity or award an accredited credential.

Day 00 | 1. Start with the investor's goal

Day 07 | 2. Read the rent and payment together

Day 14 | 3. Run a useful investor discovery conversation

Day 21 | 4. Check property fit before building a story

Day 28 | 5. Send a scenario Paul can work with

Day 35 | 6. Build an ethical investor lead routine

Day 42 | 7. Reconnect with past clients thoughtfully

Day 49 | 8. Turn listing questions into education

Day 56 | 9. Ask better short-term rental questions

Day 63 | 10. Know when a different financing path belongs in the conversation

Day 70 | 11. Keep the offer and closing conversation accurate

Day 77 | 12. Host a useful investor learning conversation

Day 84 | 13. Apply what you learned and build the next 30 days

LESSON 01 / 13 | DAY 0 | UNDERSTAND

Start with the investor's goal

Explain what DSCR does, what it does not do, and when to involve Paul.

DSCR means debt service coverage ratio. In many residential investor programs, underwriting compares eligible rental income with the property's required housing payment. It is one part of a lender's review. Credit, cash to close, reserves, property condition, ownership structure and program eligibility can still matter.

Start with intended occupancy: will the buyer live in the property, rent it to others, renovate and sell, or pursue another plan? The business-purpose rental programs discussed here are for eligible investment properties. Never suggest calling an owner-occupied purchase an investment property to obtain financing.

A rent-based qualification method is different from an investment recommendation. A property can meet a lender's ratio and still lose money after vacancy, repairs, management and other expenses. The investor decides whether the property fits their goals after appropriate financial, tax and legal advice.

Your role is to identify the client's goal, gather a basic property scenario and connect the client with a licensed mortgage professional for an actual review. Paul is your educator and financing resource. This course does not authorize you to quote loan terms or determine eligibility.

Practice example

A buyer plans to rent a single-family home to tenants. You can offer to help assemble a rental scenario for Paul. A buyer plans to move into the same home: tell Paul the true occupancy so he can review appropriate alternatives.

Try this conversation

Are you exploring a home for yourself or a property to rent to others? If it is a rental, I can help you organize the property numbers and introduce a mortgage advisor who can review possible financing.

Your action

List five existing contacts who have already expressed interest in rental property. Record only their stated goal, last conversation and an appropriate next step. Do not infer investment interest from age, ethnicity, family status or neighborhood.

LESSON 02 / 13 | DAY 7 | UNDERSTAND

Read the rent and payment together

Calculate a simple illustrative ratio and separate it from investment cash flow.

A common residential DSCR illustration is eligible monthly rent divided by monthly principal, interest, property taxes, insurance and association dues, often shortened to PITIA. The actual lender decides what income and payment calculation are acceptable; interest-only structures and other programs can use different rules.

Illustration only: \$3,000 eligible monthly rent divided by \$2,400 PITIA equals 1.25. This means the rent is 1.25 times the modeled payment. It does not establish an approval threshold or prove that the property is profitable.

For an investment budget, separately allow for vacancy, repairs, replacement reserves, management, leasing costs, utilities paid by the owner and other expenses. If these illustrative expenses total \$700 monthly, \$3,000 minus \$2,400 minus \$700 is negative \$100 before other costs and taxes. A 1.25 ratio did not guarantee positive cash flow.

Label every input: verified lease, appraiser's rent opinion, insurance quote, tax record or unverified estimate. Ask whether taxes could change after purchase. Do not present a listing's rent claim or an online estimate as lender-approved income.

Practice example

A second property has \$2,700 illustrative eligible rent and \$2,500 PITIA. Its illustrative ratio is 1.08. Compare the assumptions and ask Paul to review program fit; do not declare the loan eligible or ineligible yourself.

Try this conversation

Let's look at two things separately: the rental figure a lender may accept and the ownership budget that matters to you. Paul can review the financing calculation; your investment decision needs the full expense picture.

Your action

Use the course's scenario worksheet for a hypothetical property. Calculate the ratio, then write a separate operating budget and one downside case with lower rent or higher expenses.

LESSON 03 / 13 | DAY 14 | UNDERSTAND

Run a useful investor discovery conversation

Learn the client's plan without collecting sensitive financial documents.

Begin with the client's objective: current income, a long-term rental portfolio, diversification or another goal they describe. Ask about intended hold period, management plan, target property type and purchase timeline. Listen before suggesting a program.

Ask permission to discuss a general budget range and whether the client has spoken with a mortgage professional. Paul should handle credit, financial documentation, program qualification and secure application intake. Do not ask the client to text Social Security numbers, bank statements or credit reports.

Distinguish a client exploring the idea from someone who has identified a property. An early-stage client may need an educational consultation. A property-specific client needs the address or general market, price, rent evidence, expenses, occupancy and deadline organized for review.

Close with an agreed next step and date. A useful record says what the client wants and what you promised to do. It should not contain speculative judgments about their finances or personal characteristics. Obtain permission before introducing the client to Paul.

Practice example

A client says, 'I want a rental someday.' Your next step is a short planning conversation, not an application deadline. Another has a signed contract: escalate the actual dates and ask Paul what is needed for a timely review.

Try this conversation

What would a successful rental purchase do for you, and when would you like to act? With your permission, I can introduce Paul for a financing conversation while we clarify the property search.

Your action

Practice the seven-question discovery guide in the toolkit with a colleague. End by stating the next action, who owns it and the due date.

LESSON 04 / 13 | DAY 21 | UNDERSTAND

Check property fit before building a story

Spot questions that can change financing or rental assumptions.

Describe the property accurately: units, current use, condition, lease status, ownership and location. A single-family rental, condominium, two-to-four-unit property, mixed-use building and major renovation project may require different programs or may not fit a given lender.

Ask about habitability, deferred maintenance, insurance availability, flood exposure, association rules, rental restrictions and permitted use. Refer legal, zoning, inspection and insurance questions to the relevant professionals. A seller's statement is a starting point for verification, not a substitute.

For a vacant property, clarify the source of projected rent and the proposed lease plan. For an occupied property, identify lease term, actual rent and known concessions. The lender decides what documentation is required and how to reconcile actual and market rent.

Discuss unusual features early. A financing review is more useful before the buyer relies on an optimistic assumption in an offer. Neither a property walkthrough nor this course is an appraisal, inspection, zoning opinion or approval.

Practice example

A condo listing says short-term rentals are popular nearby. That does not establish the building's rental rules, the local permit requirements or lender eligibility. Flag all three for review before promising a rental strategy.

Try this conversation

This could be worth exploring, but we should verify the rental rules, condition and financing fit before relying on the projected income.

Your action

Choose one publicly listed property and create a question list using authorized listing information. Separate confirmed facts, seller claims and unknowns. Do not market the property without the required permission.

LESSON 05 / 13 | DAY 28 | APPLY

Send a scenario Paul can work with

Create a concise, accurate handoff without promising financing.

A useful first scenario includes property state and type, purchase or refinance purpose, price or estimated value, requested financing range, intended occupancy, rent source, estimated taxes, insurance and dues, and timing. Clearly mark estimates and missing information.

Ask the client for permission before an introduction. Send routine scenario facts through the agreed business channel and have Paul provide the approved secure application or document link. Do not forward private financial documents through an ordinary marketing form or shared worksheet.

Include the question you need answered. Examples: Is this property type worth reviewing? What rent evidence will be needed? What information is missing before financing can be discussed? A clear question is more actionable than 'Can you do DSCR?'

Paul's early review is not a commitment to lend. Keep consultation, prequalification, underwriting and final approval distinct. Update the CRM with the actual status and next action; do not mark an introduction as an application or a closed loan.

Practice example

Subject: Rental scenario review - purchase - New Jersey. Facts: single-family, tenant occupied, asking price provided, lease available, taxes from current record, insurance quote pending, buyer consents to introduction. Question: What else is needed for an initial financing review?

Try this conversation

Paul, with the client's permission, here is the rental scenario and the question we need help with. These figures are estimates unless marked verified. Please let us know the next step for your review.

Your action

Complete the scenario brief using a fictional property, then identify three missing facts. Practice a client-approved introduction using only necessary information.

LESSON 06 / 13 | DAY 35 | APPLY

Build an ethical investor lead routine

Create repeatable outreach around stated investor needs.

Start with people who have asked you about rentals, past clients who have agreed to hear from you, and public educational opportunities where participation is voluntary. A business card, public phone number or purchased list does not establish permission for an automated text campaign.

Offer one useful next step: a rental-property question checklist, a short planning conversation, or this course. Keep claims modest and specific. You can help people ask better questions; you cannot guarantee leads, profits, financing or investment success.

Use inclusive criteria based on expressed interest and legitimate property needs. Do not select or exclude prospects using protected characteristics or proxies. Follow your brokerage's advertising approval process and applicable contact rules before outreach.

Measure conversations that happened, meetings held and permission-based introductions. Choose a small activity goal you can sustain. Track source, permission, last contact and next step. Stop promptly when someone opts out or says they are not interested.

Practice example

A weekly routine might include reviewing five existing investor-interest relationships, holding two permission-based conversations, publishing one educational post and recording every next step. These are planning examples, not promised results.

Try this conversation

You previously mentioned an interest in rental property. Would a short checklist of the numbers and questions to review before making an offer be useful?

Your action

Build a ten-person opportunity list from documented interest and permission. Choose one useful resource and one appropriate contact channel for each person.

LESSON 07 / 13 | DAY 42 | APPLY

Reconnect with past clients thoughtfully

Open a planning conversation without pushing a refinance or purchase.

Review prior conversations before contacting a past client. Their goals may have changed. Ask whether they are still interested in investment property and whether they would welcome an educational update. Respect existing channel preferences and opt-outs.

A useful conversation explores possibilities without telling the client to borrow against a home or buy a rental. Financing costs, risks, liquidity and alternatives require individual review. Avoid implying that home equity is free money or that real estate always appreciates.

Offer a general planning checklist and a separate financing consultation if requested. For tax, entity, depreciation or liability questions, involve the client's qualified tax or legal advisor. A mortgage conversation does not replace those services.

Record the answer honestly: interested now, learning, later, or no further contact. Use the client's chosen timing for follow-up. The purpose is to serve an actual need, not to force every relationship into a loan opportunity.

Practice example

A former buyer says they may become a landlord after moving. Discuss their intended occupancy and timeline accurately, then refer financing and legal questions. Do not assume their current mortgage permits every proposed use or transaction.

Try this conversation

When we last spoke, you mentioned a possible rental property in the future. Is that still something you want to learn about, or have your plans changed?

Your action

Review five past-client records and choose only those with an appropriate reason and permission to reconnect. Draft a personal question tied to a real prior conversation.

LESSON 08 / 13 | DAY 49 | APPLY

Turn listing questions into education

Use property facts to invite informed investor conversations.

A listing can raise useful questions: What is the current lease? What expenses will the owner pay? Is the rent figure supported? What repairs or restrictions matter? These questions create educational value without advertising an unverified return.

Use only information you are authorized to share. Obtain listing-broker or owner permission when required, follow MLS and brokerage rules, and identify estimates. Do not copy another agent's photos, imply representation you do not have, or expose tenant information.

For an open house or online discussion, offer a general rental-analysis checklist to anyone interested. Invite people to choose whether and how they want follow-up. Attendance or a sign-in sheet alone is not consent to automated marketing texts.

Keep a property spotlight distinct from financing terms. Avoid 'qualifies for DSCR,' guaranteed cash flow, assumed rent increases or advertised rates without an approved, current review. Paul can review a specific financing question once the facts and permissions are in place.

Practice example

An educational post can ask, 'Before evaluating a rental, have you checked taxes, insurance, repairs, vacancy and rent evidence?' It does not need an unsupported yield claim to be useful.

Try this conversation

Interested in learning how to evaluate a rental listing? I have a checklist that separates property facts, ownership expenses and questions for a financing review.

Your action

Create one property-question post using the toolkit. Obtain brokerage approval and any property permissions before publishing. This exercise does not automatically publish anything.

LESSON 09 / 13 | DAY 56 | APPLY

Ask better short-term rental questions

Recognize the additional uncertainty in short-term rental scenarios.

Short-term rental revenue can vary by season, occupancy, nightly price, cancellations and platform costs. A strong month is not a dependable annual estimate. Separate gross bookings from the income and expenses the investor actually experiences.

Verify local rules, permits, association restrictions and appropriate insurance through the relevant authorities and professionals. A neighbor's operation, an online listing or a seller's revenue forecast does not establish that the intended use is permitted.

Lender treatment of short-term rent varies. A lender may require specific historical records, an accepted analysis, adjustments or other evidence. Do not assume every program accepts projected platform revenue or treats a first-time operator the same way.

Build downside questions: What if occupancy falls? What if insurance or management costs rise? Is there a lawful long-term rental alternative, and is its rent supported? These questions improve the conversation without giving investment or legal advice.

Practice example

A seller advertises \$6,000 in a peak month. Ask for the full operating history and cost assumptions, then have qualified professionals review permitted use and financing. Do not multiply one peak month by twelve and call it verified annual income.

Try this conversation

Before we rely on that rental projection, let's verify the operating rules, the evidence behind the income and the financing program's treatment of short-term rent.

Your action

Write a five-item short-term rental verification list: permitted use, association rules, insurance, revenue evidence and expense/downside assumptions.

LESSON 10 / 13 | DAY 63 | GROW

Know when a different financing path belongs in the conversation

Position DSCR as one possible path within a professional review.

DSCR is a focus of this course, not a recommendation for every investor. Depending on the actual borrower, property and transaction, a mortgage professional may consider conventional investment financing, a rental-income program, another non-QM option or a different type of financing.

Other non-QM programs can use alternative documentation, such as qualifying bank statements, under specific guidelines. 'Non-QM' does not mean no standards, no documentation, no credit review or guaranteed approval. Do not call every alternative program interchangeable.

Compare the whole structure with the mortgage professional: costs, rate type, payment changes, cash requirements, reserves, term, prepayment provisions and any balloon or interest-only features. Availability and rules vary by lender, state and transaction.

An investor's legal entity or desire to use an LLC does not eliminate underwriting or personal obligations. Have Paul explain financing requirements and have the client's attorney or tax advisor address entity and liability questions.

Practice example

A buyer asks for DSCR because they heard it is easier. A better response is to ask Paul to compare suitable paths using accurate facts, rather than assuming the requested label offers the best costs or terms.

Try this conversation

DSCR may be one option. Paul can review the facts and explain which financing paths are worth comparing, including their costs, requirements and limitations.

Your action

Write three neutral comparison questions: What options fit the actual use? What costs and payment risks differ? What information is needed to compare them accurately?

LESSON 11 / 13 | DAY 70 | GROW

Keep the offer and closing conversation accurate

Coordinate deadlines and updates without overstating financing status.

Before an offer, clarify what financing review has actually occurred and what remains outstanding. A conversation, a scenario review, a prequalification and final approval are different milestones. Use the mortgage professional's current, authorized description.

Share contract dates and known property issues promptly with the client's permission. Discuss financing contingencies and contract terms within your licensed role and involve counsel when appropriate. Never promise a closing date that the financing team has not confirmed.

During processing, track responsibilities: who supplies the lease, who schedules access, what insurance information is pending and when follow-up is due. Communicate only information you are authorized to share; seller-side parties do not need the buyer's private financial details.

At closing and afterward, avoid making tax, legal or performance promises. A closed loan is not proof of future rental success. Offer useful reminders to consult appropriate professionals and ask permission before any later marketing follow-up.

Practice example

Instead of 'The loan is approved,' say 'Paul has reviewed the initial scenario; underwriting and the remaining conditions still need to be completed,' if that accurately reflects his update.

Try this conversation

Here is the status Paul has authorized me to share, the remaining milestone and our next update date. We will confirm any change before relying on it.

Your action

Create a milestone checklist with actual status, responsible person, due date and next communication. Practice one accurate update for a loan that is still under review.

LESSON 12 / 13 | DAY 77 | GROW

Host a useful investor learning conversation

Plan a simple educational event that creates voluntary next steps.

Choose one practical topic, such as 'Five questions to ask before evaluating a rental property.' A 20-minute format can include five minutes on goals, five on property numbers, five on common mistakes and five for general questions. Keep individual financing analysis in a separate private consultation.

Make education broadly available on the same terms and independent of referrals. Do not condition course access, a completion certificate or other value on sending a client to Paul. Do not offer referral fees, gifts or reimbursement of an agent's business or licensing expenses.

For any shared event costs, sponsorship or co-marketing arrangement, have the actual arrangement reviewed before committing. This course provides general educational ideas and does not approve a marketing-services arrangement or replace brokerage policies.

Use an optional, clear follow-up choice. Separate event registration from permission for ongoing email and automated texts. Track attendance, questions and requested consultations; do not promise attendees a financial outcome or treat every attendee as a lead who consented to marketing.

Practice example

Invite the public to a general rental-property Q&A and provide the same educational checklist to all attendees. A person can learn and leave without making a referral, applying for a loan or agreeing to marketing.

Try this conversation

Join a short educational conversation about the questions behind a rental-property purchase. There is no requirement to apply, refer business or use a particular provider.

Your action

Draft the event outline in the toolkit. Identify the audience, educational promise, approved invitation, permission process and how private questions will be handled.

LESSON 13 / 13 | DAY 84 | GROW

Apply what you learned and build the next 30 days

Complete the assessment and leave with a realistic action plan.

Review the complete process: understand intended use, label assumptions, separate qualification from investment economics, identify property questions, gather a clear scenario and obtain permission for the next step. Return to any lesson where the distinction is unclear.

Complete each lesson and the 13-question assessment. A score of at least 11 out of 13 earns the course's educational Certificate of Completion. This is an unproctored self-study record, not a professional license, CE credit, NAR designation, lender certification or guarantee of expertise.

If sharing your learning, use accurate language: 'Completed Paul Singh's DSCR Agent Academy, an educational course on investor financing conversations.' Do not use 'officially certified DSCR specialist' or imply that a regulator, association or lender endorsed you.

Build a 30-day plan around actions you control: review appropriate relationships, hold useful conversations, practice scenario preparation and offer education. Track conversations, meetings held, permission-based introductions and actual financing milestones separately. Adjust the routine based on evidence, not promised income.

Practice example

A practical plan could be two investor conversations per week, one educational post per week, one practice scenario and a monthly review with Paul. Choose goals that fit your capacity; these are examples, not required referral quotas.

Try this conversation

I completed an educational course with Paul Singh on investor financing conversations. I can help organize the property questions and introduce a mortgage professional for a financing review if you would like.

Your action

Complete the capstone worksheet, answer the assessment and write your next three actions with dates. You may request a voluntary learning review with Paul whether or not you refer any business.

Investor discovery guide

Practice with hypothetical or non-sensitive information. Do not put Social Security numbers, account details, credit reports or private borrower documents in this worksheet.

What do you want the property to do for you?

Will you live there, rent to others or pursue another plan?

What property type and location are you considering?

What is your timing and intended holding period?

Who will manage it, and what experience or support do you have?

Which property and financing questions remain unanswered?

May I introduce Paul for a financing conversation, and what follow-up do you prefer?

Scenario brief

Practice with hypothetical or non-sensitive information. Do not put Social Security numbers, account details, credit reports or private borrower documents in this worksheet.

Property state / type / units:

Purchase or refinance / price or estimated value:

Actual intended occupancy / rental strategy:

Requested financing range (for professional review):

Rent amount / source / lease status:

Estimated taxes / insurance / association dues / sources:

Condition, restrictions or unusual features:

Contract or planning deadline:

Client permission for introduction / date:

Specific question / unknowns / agreed next step:

Investor conversation tracker

Practice with hypothetical or non-sensitive information. Do not put Social Security numbers, account details, credit reports or private borrower documents in this worksheet.

Contact or private internal reference:

Stated investor goal / source of interest:

Permitted channel / consent record location:

Last conversation and actual outcome:

Resource requested:

Next action / owner / date:

Meeting held? Introduction permitted? Actual loan stage?

Opt-out or preference update:

20-minute learning event outline

Practice with hypothetical or non-sensitive information. Do not put Social Security numbers, account details, credit reports or private borrower documents in this worksheet.

Topic: Five questions before evaluating a rental property.

Minutes 0-5: goals and intended use.

Minutes 5-10: rent evidence, payment and ownership expenses.

Minutes 10-15: property restrictions and common assumptions.

Minutes 15-20: general questions; private reviews scheduled separately.

Access is open on the same terms, independent of referrals.

Optional email and SMS permissions are separate; no prechecked consent.

Brokerage approval, property permissions and any shared-cost review before promotion.

Capstone and 30-day plan

Practice with hypothetical or non-sensitive information. Do not put Social Security numbers, account details, credit reports or private borrower documents in this worksheet.

Use a fictional rental scenario; identify actual intended use.

List rent and PITIA assumptions and their evidence.

Calculate the illustrative ratio and a separate ownership budget.

Name three property or financing questions needing professional review.

Write a permission-based introduction, without private documents.

Choose three specific activities for the next 30 days, with dates.

Track actions and actual outcomes; no referral quota or guaranteed results.

Completion assessment

Choose one answer for each question. The website scores the assessment. At least 11 correct answers and all lessons completed are required for the educational completion record.

1. What is the best first question for a possible DSCR buyer?

- A. How will you use the property?
- B. Can we describe the purchase as an investment regardless of your plans?
- C. Would you like guaranteed approval?

2. With \$3,000 eligible rent and \$2,400 PITIA, what is the illustrative ratio?

- A. 0.80
- B. 1.25
- C. Guaranteed positive cash flow

3. Which item belongs in an ordinary agent follow-up note?

- A. A copied bank statement
- B. The client's Social Security number
- C. The agreed property goal and next follow-up date

4. What should happen when a property has an unusual use or major repair need?

- A. Disclose it early for program review
- B. Leave it out until appraisal
- C. Assume every DSCR lender allows it

5. Which is the strongest first handoff?

- A. Can you approve this today?
- B. Property facts, labeled estimates, client permission and a clear question
- C. A promise that the rent automatically qualifies the loan

6. Which is a sound basis for an investor outreach list?

- A. Assumptions based on age or family status
- B. A purchased mobile-number list
- C. Documented investor interest and appropriate permission

Assessment continued

7. What should you do if a past client says their investment plans have changed?

- A. Update the record and respect their preferred next step
- B. Keep sending the same pitch
- C. Assume they need a cash-out refinance

8. Which claim should be avoided without verified program review?

- A. Check the lease and expenses
- B. This listing automatically qualifies for DSCR financing
- C. Ask about rental restrictions

9. Which is the better way to assess a peak-month rental claim?

- A. Multiply it by twelve without adjustments
- B. Treat it as guaranteed
- C. Review broader history, costs, permitted use and lender requirements

10. What does non-QM mean for an agent's conversation?

- A. Ask a mortgage professional about suitable alternatives and their requirements
- B. Promise there is no underwriting
- C. Assume every borrower qualifies

11. Which statement accurately handles an early financing review?

- A. It is the same as final approval
- B. Describe the actual review and remaining conditions
- C. Promise the closing date immediately

12. Can a course certificate be conditioned on referring a borrower to Paul?

- A. Yes, if the course is free
- B. Yes, after three introductions
- C. No; completion and access are independent of referrals

13. What does the Academy certificate represent?

- A. Completion of this educational self-study course
- B. An official real estate designation
- C. Permission to approve mortgages

Answer review

1. A - Actual intended use comes first. A financing label must match the real transaction.
2. B - 3,000 divided by 2,400 is 1.25. This is a ratio, not an approval or profit guarantee.
3. C - Keep routine notes focused on the goal and next step. Use approved secure channels for sensitive documents.
4. A - Early, accurate disclosure prevents a financing plan from being built on an unsupported assumption.
5. B - A structured, permission-based scenario lets the mortgage professional assess what to review next.
6. C - Use expressed needs, permission and inclusive practices; do not infer suitability from protected traits.
7. A - The client's current goals and communication preferences control the next step.
8. B - A listing is not a lender approval. Property and borrower eligibility require review.
9. C - Short-term rental projections need context and verification.
10. A - Alternative documentation does not remove underwriting or program requirements.
11. B - Use the actual milestone and avoid implying a stronger approval than exists.
12. C - The educational program and completion standard are independent of business referrals.
13. A - It records course completion only, without official accreditation, CE credit or authority to originate or approve loans.

Sources and course boundaries

The examples, scripts and exercises are original educational material. The sources below support the general framework; no single lender guide establishes universal eligibility. Course access, materials and completion are independent of referrals or use of a particular provider.

Angel Oak - Investor Cash Flow / DSCR overview

Example of a lender's rent-based investor program. Not a universal guideline or a claim that Paul offers every listed feature.

<https://angeloakms.com/programs/investor-cash-flow-mortgage-program/>

Acra Lending - Correspondent seller guide

Example of lender-specific rent and PITIA definitions. Actual program requirements must be checked for each scenario.

<https://acralending.com/sellers-guide-correspondent/>

CFPB - RESPA FAQs

Educational activities and referral arrangements; applicability depends on the transaction and facts.

<https://www.consumerfinance.gov/compliance/compliance-resources/mortgage-resources/real-estate-settlement-procedures-act/real-estate-settlement-procedures-act-faqs/>

FTC - CAN-SPAM business guide

Commercial email identification, postal address and opt-out duties.

<https://www.ftc.gov/business-guidance/resources/can-spam-act-compliance-guide-business>

HighLevel - LC Phone Messaging Policy

Sender identity, permission and STOP/DND handling for the sending platform.

<https://help.gohighlevel.com/support/solutions/articles/48001213941-lc-messaging-policy>

HUD - Fair Housing rights and obligations

Inclusive housing and lending practices.

<https://www.hud.gov/stat/fheo/rights-obligations>

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