

MORTGAGE LENDING, CERTIFICATE OF COMPLETION

Not Accepting Students

Non-Pell Eligible (Students may not use Pell funding for this certificate. Grants may be available. See your advisor.)

Curriculum Code #C009

Effective May 2026

The mortgage lending certificate of completion will provide participants with the knowledge and skills needed to work in a growing and ever-changing field and to effectively deal with the public as customers. Mortgage lending positions are found within banks, credit unions, and mortgage companies. Mortgage lending positions serve the general public in applying, processing, underwriting, and closing on the purchase and refinancing of their mortgage loans. Completion of this short-term technical certificate may be applied to fulfill partial requirements in a variety of majors for the associate of applied business degree.

First Year

Semester I	Hours
BADM 211 BUSINESS COMMUNICATIONS ¹	3
FNCE 123 PRINCIPLES OF MORTGAGE LENDING	3
MKRG 247 SERVICES MARKETING ¹	3
or MKRG 113 or PRINCIPLES OF SELLING	
Hours	9
Total Hours	9

¹ Students who are pursuing this certificate will have the prerequisite for this course waived.

Note: Lorain County Community College is approved to provide the Mortgage Banking Associations pre-licensing courses for Ohio candidates. Students successfully completing FNCE 123 are qualified to take the exam to earn the Mortgage Lending Origination License.

Program Learning Outcomes

1. Recognize the components of quality, professional and ethical customer service delivery required in an entry-level position
2. Communicate effectively with a diverse group of stakeholders using verbal, written and digital methods
3. Apply mortgage lending principles and practices to originate, process, and close a mortgage loan.