

## Selling System Training and Education Resources

Freddie Mac offers training and education resources to help you every step of the way through homeownership process. Let us help you manage your pipeline – whether you sell to us for cash, or swap for securities, we’re ready to assist you realize more possibilities for your business. Access the following resources when you visit The Learning Center, or click the links below.

<b>General Resources</b>	
<a href="#">Certification Prior to Allocation</a>	This recorded web conference will help you understand how to effectively receive a certification-released status before loans are allocated to a contract.
<a href="#">Export and Create Customized Reports</a>	This recorded web conference shows you how to select and export specific data from the selling system to create ad hoc reports for loans or contracts.
<a href="#">Freddie Mac Delivery Codes</a>	This easy-to-print reference lists commonly used delivery codes such as Special Characteristics Codes (SCCs), Offering Codes, Loan Feature Codes, and Purpose Codes, helping you submit your data with the required codes at your fingertips.
<a href="#">Introduction to the Selling System</a>	This recorded web conference provides an overview of the selling system, from login to understanding features and functionality. We recommend this session as the first step before accessing other selling system training.
<a href="#">Servicing Released: Net Funding</a>	This recorded web conference provides useful information to reconcile your Sellers' Total Disbursement for mortgages settled on a best efforts or mandatory servicing-released basis.
<a href="#">Servicing Released: Transfers</a>	This recorded web conference will enable your organization to experience a smoother transaction when you package and ship mortgages sold and delivered to approved Servicers through a transfer of servicing via Freddie Mac's selling system.
<a href="#">Understanding Your Seller Statement</a>	This recorded web conference reviews post-settlement bills, invoices, statements and reports related to Freddie Mac's cash and guarantor mortgage deliveries of single-family mortgages. The information will help you understand the information you receive, and help you reconcile your monthly <i>Seller Invoice</i> .
<a href="#">How to Enter Form 11/13 Data in the Selling System</a>	This job aid provides details on how to enter Form 11/13 data on the Create New Loan screen in the Selling System. It compares the terminology used for the Selling System data fields to that used for the Form 11/13. In some cases, field names representing the same data may be different. This job aid is designed to bridge those differences.

<b>Document Custody</b>	
<a href="#">Certifying Mortgages for Freddie Mac</a>	This reference provides Freddie Mac customers with information on how to certify loans using the selling system.
<a href="#">Document Custody</a>	This recorded web conference for self and third-party custodians includes information about the document custody process using the selling system.
<a href="#">Document Custody Procedure Handbook</a>	Use this handbook to review requirements and guidelines to perform document custodial services for Freddie Mac, and important guidelines necessary to facilitate the Custodian’s process and to ensure timely and accurate certification.

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<b>Cash Transactions</b>	
<a href="#">Selling Mortgages to Freddie Mac for Cash User Guide</a>	This detailed user guide includes thorough instructions for selling mortgages to Freddie Mac for cash using the selling system.
<a href="#">Selling System Cash User Roles</a>	This easy-to-print reference explains the different selling system User Roles for cash users. These roles determine a user's authority to access selling system screens, and ability to perform selected functions within the selling system.
<b>Pricing</b>	
<a href="#">Net Price</a>	This recorded web conference can help you more effectively use the selling system Net Price capabilities, including how to use the "all-in" pre-funding price function on cash contracts.
<a href="#">Pair Off Mandatory Cash Contracts</a>	Pair-offs can make it possible for you to minimize the cost of leveraging market changes and improve your profitability. This recorded web conference explains how to use the selling system's pair-off functionality for mandatory cash contracts.
<a href="#">Pricing: Cash</a>	This recorded web conference helps Secondary Marketing/Contracting staff understand how to obtain indication pricing using Freddie Mac's web-based selling system for mandatory and best efforts contract options.
<b>Contracting</b>	
<a href="#">Best Efforts Servicing Released Contracting</a>	This recorded web conference provides instruction about how to price, commit and manage your best efforts cash pipeline for servicing-released executions.
<a href="#">Best Efforts Servicing Retained Contracting</a>	This recorded web conference provides instruction about how to price, commit and manage your best efforts cash pipeline for servicing-retained executions.
<a href="#">Mandatory Servicing Released Contracting</a>	This recorded web conference provides instruction about how to price, commit and manage your mandatory cash pipeline for servicing-released executions.
<a href="#">Mandatory Servicing Retained Contracting</a>	This recorded web conference provides instruction about how to price, commit and manage your mandatory cash pipeline for servicing-retained executions.
<a href="#">Mandatory Servicing Retained WAC ARM Contracting</a>	This recorded web conference will prepare you to execute mandatory servicing retained Weighted Average Coupon (WAC) ARM contracts to sell your ARMs for cash.
<a href="#">Operating Principles</a>	This recorded web conference discusses Freddie Mac requirements for best efforts and servicing released contracts.
<b>Loan Entry</b>	
<a href="#">Loan Entry: Cash</a>	This recorded web conference provides Sellers with the know-how to import loan data, add loans, and evaluate loans sold via the cash execution path.
<b>Settlement</b>	
<a href="#">Settlement: Cash</a>	This recorded web conference provides the basics of entering settlement details, building settlement forms and retrieving settlement statements for cash executions when using Freddie Mac's web-based selling system.

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<b>Guarantor and MultiLender Transactions</b>	
<a href="#">Freddie Mac Settlement Date Schedule - Selling System (July - September 2008)</a>	Refer to this easy-to-print Settlement Date Schedule for important Freddie Mac settlement dates in the Third Quarter 2008.
<a href="#">Freddie Mac Settlement Date Schedule - Selling System (October - December 2008)</a>	Refer to this easy-to-print Settlement Date Schedule for important Freddie Mac settlement dates in the Fourth Quarter 2008.
<a href="#">Freddie Mac Settlement Date Schedule - Selling System (January – March 2009)</a>	Refer to this easy-to-print Settlement Date Schedule for important Freddie Mac settlement dates in the First Quarter 2009.
<a href="#">Freddie Mac Settlement Date Schedule - Selling System (April – June 2009)</a>	Refer to this easy-to-print Settlement Date Schedule for important Freddie Mac settlement dates in the Second Quarter 2009.
<a href="#">Selling Mortgages to Freddie Mac - Guarantor and MultiLender User Guide</a>	This detailed user guide includes thorough instructions for selling mortgages to Freddie Mac with our Guarantor and MultiLender Swap securities executions using the selling system.
<a href="#">Selling System Guarantor and MultiLender User Roles</a>	This easy-to-print reference explains the different selling system User Roles for Guarantor and MultiLender Swap users. These roles determine a user's authority to access selling system screens and ability to perform selected functions within the selling system.
<a href="#">Selling System Security Wire Instructions</a>	This easy-to-print reference provides security wire instructions indicating where to send the security that is associated with loans in a Guarantor and MultiLender Swap contract.
<a href="#">Setting Up Wire Instructions: Guarantor</a>	This recorded web conference provides instructions to set up and approve security wire instructions in the selling system, for loans sold via the Guarantor execution path.
<b>Contracting</b>	
<a href="#">Guarantor &amp; MultiLender Fixed Rate Contracting</a>	This recorded web conference discusses how to use Freddie Mac's selling system to commit and manage Guarantor and MultiLender Swap contracts.
<a href="#">Guarantor WAC ARM Contracting</a>	This recorded web conference discusses how to use Freddie Mac's selling system to commit and manage WAC ARM Guarantor contracts.
<a href="#">TBD Master Commitments</a>	This recorded web conference will help you understand how to use a TBD Master Commitment to create a preliminary Guarantor contract draft for Sellers approved for the Guarantor execution.
<a href="#">WAC ARM Pools - Pooling Requirements</a>	This easy-to-print reference includes Freddie Mac pooling requirements for WAC ARM PC Pools.
<b>Loan Entry</b>	
<a href="#">Loan Entry: Guarantor</a>	This recorded web conference provides Sellers with the know-how to import loan data, add loans to a security, and evaluate loans for loans sold through a Guarantor execution.
<b>Settlement</b>	
<a href="#">Settlement: Guarantor</a>	This recorded web conference provides the basics for navigating through Freddie Mac's web-based selling system to complete the settlement process for loans sold Through a Guarantor execution.