

CDLP Certified

Certified Divorce Lending Professional



Divorce Lending Association

Certified Divorce Lending Professional Certification Program

888-362-CDLP

www.DivorceLendingAssociation.com



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Certified Divorce Lending Professional (CDLP) Certification Course

Offered by the Divorce Lending Association, the Certified Divorce Lending Professional (CDLP) Certification program is a credible designation for mortgage professionals with a strong desire to advance their careers working with divorcing clients, attorneys and other divorce professionals. Founded in 2014, the CDLP business program is designed to prepare you to become an integral member of the professional divorce team.

What is a Certified Divorce Lending Professional (CDLP)?

A Certified Divorce Lending Professional brings the financial knowledge and expertise of a solid understanding of the connection between Divorce and Family Law, IRS Tax Rules and mortgage financing strategies as they all relate to real estate and mortgage financing in a divorce situation.

In over 70% of all divorces in the United States real estate is involved and most often, so is the need for mortgage financing. Due to the unique mortgage financing requirements that divorcing clients often face, a Certified Divorce Lending Professional is a major member of the Professional Divorce Team.

The role of the CDLP is to not only help the divorcing client, but the other members of the professional divorce team understand the opportunities available as well as the challenges divorce can bring to mortgage financing during and after the divorce. When the CDLP is involved during the divorce process and not after the fact, many potential financing struggles can be avoided with valuable and educated input from the Certified Divorce Lending Professional.

The CDLP understands their role is not to provide legal or tax advice. Their role on the professional divorce team is to help by providing insight on mortgage financing opportunities and recognize potential legal or tax concerns that may arise in any given circumstance while bringing these concerns or opportunities to the attention of other team members.

- Serve as a neutral facilitator rather than as an advocate and advisor representing only one party in the divorce.
- Become an essential part of the professional divorce team and become involved early in the process rather than as a post-decree referral.
- Recognize potential legal and tax implications with regards to mortgage financing and real estate in divorce situations.
- Identify potential concerns with support/maintenance structures that may conflict with mortgage financing opportunities.
- Implement a strategic divorce settlement agreement while working with the professional divorce team that ensures the best opportunities to secure mortgage financing post divorce.
- Work with divorcing couples in a collaborative setting and other Alternative Dispute Resolution methods.
- Serve as an Effective Expert Witness.
- Build your practice as a Certified Divorce Lending Professional (CDLP).
- And So Much More!



Certified Divorce Lending Professional (CDLP) Certification Course

The Certified Divorce Lending Professional (CDLP) Certification Course is a divorce mortgage training program designed to prepare you to become an integral member of the professional divorce team. How to identify appropriate mortgage financing and real estate strategies for divorcing clients while recognizing potential hurdles or opportunities with regards to potential tax or legal concerns as they pertain to real estate and divorce.

Course Materials

A downloadable course workbook is provided as a study aid in conjunction with 25 online training modules including assessment quizzes as you progress through the program. The course workbook contains detailed and supporting information for content presented in the video training modules.

The CDLP Certification Test consists of 100 multiple choice questions and requires a passing score of 80% to obtain certification.

Classroom Options

Self-Paced Online Learning 24/7

Live & Online—6 Weeks Session

Live On Location—2 Day Intense Bootcamps

membership@divorcelendingassoc.com

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Program Modules

Introduction to the Divorce Market

Divorce Principles

Understand the divorce process while becoming a financial neutral in Alternative Dispute Resolution, how to work with high conflict clients, and becoming an effective expert witness.

Family Law & Real Estate

How to understand the disconnect between family law & real estate matters in a divorce situation while working with divorce professionals during the settlement process.

Tax Law & Divorce with Real Estate

How to recognize important tax implications divorcing clients face and how to help set them up for success post divorce.

Divorce & Real Estate

How to work with divorcing sellers and buyers while avoiding common legal pitfalls.

Mortgage Planning & Divorce

How to recognize obstacles and work with divorcing clients to secure current and future mortgage financing in a divorce situation.

Building Your Divorce Lending Practice

How to avoid legal liability by handling both legal and tax topics that is fully compliant with state and federal regulations.



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Live CDLP Course Instruction

Live online instruction! Each week we cover a new module in the CDLP Certification Course guiding you through all 6 education modules and assessments including the CDLP Certification Exam.

Business Building Activities

Why wait to start building your divorce lending practice once you've completed the CDLP Certification program? Immediately Deep Dive into actionable business building activities and materials to start achieving success during the process.

1:1 Weekly Coaching for Success

30 minute 1:1 weekly coaching with Jody Bruns. We won't let you get lost and off track during these amazing 6 weeks. Meet each week to discuss your CDLP knowledge & business building progress.

Build your divorce lending practice in 6 weeks! Join Jody Bruns, Founder of the Divorce Lending Association, for live CDLP Certification and build your divorce lending practice in 6 weeks!

This live coaching and certification program walks you through the CDLP certification program while working directly with you each week building the required activities to create your successful strategic partnerships with divorce attorneys, divorce financial advisors, real estate and other divorce professionals. **Hit the ground running - building your divorce lending practice while you learn!**

What to Expect

When: A new Live & Online Training starts every 6 weeks. Wednesdays Noon to 3:00 EST

Class Format: This is live & online training via GoTo Meeting. We will go complete 1 new module each week for approximately 2 hours and then focus on actionable business building activities that correspond to that week's module. 2 Hours Learning & 1 Hour Application

1:1 Coaching: For 6 weeks you will have the opportunity for 30 minutes of 1:1 coaching with Jody Bruns to make sure you are on task with the CDLP Certification Course and business building activities.

CDLP Certification: You will be ready to take the CDLP Certification Exam during the final week of class!

Extra Info: Each live session will be recorded and available should you need a refresher or miss the live class. New course materials will be provided weekly and available in the online library.



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CDLP Business Building Platform

- **Semi-Monthly Group Coaching**
 - Targeted Monthly Marketing & Learning Objectives
 - Includes interviews and Q&As with attorneys and divorce professionals
- **Focused Monthly "Divorcing Your Mortgage" Marketing Article**
 - Personalized for distribution to your target audience.
- **Weekly Social Media Post**
 - Share informative social media posts on your social media platforms.
- **Creative Marketing Collateral**
 - Personalized Brochure, Booklets, Marketing Flyers
- **Live Lunch & Leverages | CE Classes**
 - Attorneys, Financial Planners and more!



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How do you turn your knowledge into action? You must have the right tools to succeed - including vision, creativity, innovation, planning and development.

The CDLP Business Building Program provides you with proven strategies and processes to building and maintaining a successful and profitable divorce lending practice.

- **Business Planning** | A road map to success including income goal and strategic partner planning, S.W.O.T. Analysis, high trust interview dialogue and more.
- **Semi-Monthly Group Coaching** | Focused on Skill Set and Mind Set. Guest speakers include attorneys, divorce financial professionals, expert industry coaches and more.
- **Continuing Education Classes and Presentations** | Monthly Live *Lunch & Leverage* classes for your strategic partners in YOUR OFFICE or learn to present already approved classes on your own. Many offer Continuing Education credits for attorneys, CFP and CDFP designations.
- **Focused Monthly "Divorcing Your Mortgage" Marketing Newsletter** | This is a personalized, 2 page article written for your targeted audience of divorce professionals. A new article is written each month with fresh and current content. Designed to keep you as the go-to expert as a CDLP.
- **Creative Marketing Collateral** | Professional marketing flyers, brochures and booklets. New materials added regularly. Personalize with your contact information, photo and logos.
- **Weekly Social Media Posts** | Great short articles for you to share on your social media platforms.



We are continually adding more valuable content and processes to help you succeed as a Certified Divorce Lending Professional.

"Thanks for your help yesterday. The meeting went VERY well today. The attorney I met with was very impressed with the marketing pieces and gave me a referral on the spot." Richard Schafer



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Frequently Asked Questions

How current is the CDLP course material?

The material in the CDLP course is updated regularly and multiple times per year to include any industry changes of significance. When there is any type of an update, all current CDLPs are notified of the changes so they are kept informed and up to date to better service their referral partners and clients.

Why is a Certification important to have?

It's a stamp of excellence: a certification tells your referral partners and clients that you are well-qualified and that you take your career seriously. Investing in your knowledge and education demonstrates a commitment to your profession and that you are willing to invest time and money into your success.

Certification keeps you current: One of the most important reasons to get certified is that it helps you stay ahead of the competition. If you truly want to succeed in the divorce lending industry, you need to stay current in all regulations that affect your position. Always keep learning and you'll have a knowledge base that will make you an asset far into the future.

What's the difference between a "certification" and a "designation"?

These terms are usually used interchangeably, even though some credentialing organizations may try to create artificial distinctions between them. The key is to look for strong education supported by ongoing requirements: does the mark require experience as a prerequisite and continuing education and adherence to a strong ethical code, and can the credential be removed if participants are not compliant.

What continuing education is required to maintain the CDLP certification and why is it necessary?

2 hours of continuing education is required each year to maintain an active CDLP Certification. CE is offered directly by the Divorce Lending Association and includes industry updates from family law, to tax changes to guidelines. CE updates are included with the certification course at no additional charge.

The CE requirements are mandated to ensure that CDLPs are current on changes that will affect their divorcing clients. We do not believe in 'one and done' programs as these types of programs ultimately fail the participant and clients.

How long does the online course take to complete?

Please allow at least 15 hours to completely get through the online modules and study guide. The CDLP certification test is available once you have completed the last module. There is a lot of information to cover and the learning process should never end.

What is the difference between the online and live courses?

There is no difference in content as both options cover the same information. We offer both delivery options as a matter of preference and convenience for our participants.

Can I add the Business Building Platform after completing the course and is there a time commitment?

Yes, you can add the CDLP Business Building Platform upon initial registration or after completing the CDLP Certification. There is no time commitment for participation. You may stop at any time and rejoin at the current rate.

How long do I have to complete the CDLP Certification Course?

There is no time frame. The online CDLP Certification Program is available 24/7 and we understand you have other commitments. Obviously, the sooner you finish the sooner you start building your practice!

What are the requirements for passing the CDLP Certification Exam?

The CDLP Certification exam consists of 100 multiple choice questions and is available upon completion of the training modules and assessments. A score of 80% is required to successfully pass the exam. Should you need to retake the exam, you may do so.

What if I have a question during the course or after I have become a CDLP?

We are here to help you succeed! If you have questions during the course or scenarios we can help you with while working with a divorcing clients simply reach out to us via email or on the phone. We want to be your resource and help you succeed.

Is your program for real estate agents?

The Certified Divorce Lending Professional (CDLP) course is designed for the mortgage professional. Real estate professionals are always welcome to take our course.

Are there any hidden fees or membership renewal fees to the Divorce Lending Association or for the CDLP Certification course?

No, there are no hidden fees and there are no membership renewal fees for the Divorce Lending Association. The only renewal requirements are to complete the required continuing education and course updates. The only recurring charges are if you are participating with the CDLP Business Building Platform.

Have a question that we didn't answer? Please send us an email membership@divorcelendingassoc.com or call 888-362-CDLP



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Testimonials from a few of our CDLP Members

"The Divorce Lending Association have been a valuable asset to my business. A great resource to gain knowledge in this area and a phenomenal platform to assist me in getting in front of more referral partners and thus help more clients." Greg Gale

"I have closed a few of the attorney leads this year and have several that are still in the works, one of which I will be appearing as an expert witness in the January trial. I look forward to including this on my professional bio." Tammi Lindley

"This opportunity came to me through my Manager. After 6 months of deleting his emails I decided to go for it and it has brought me to a higher level in production and in my career. Divorce is not market driven like refinances and in some cases purchase business. I find this to be the foundation of my business and continue to grow." Beverlee Fairbanks

"CDLP has provided great insight and resources to grow my business. I am so excited to see what 2019 will end up at." Daniel Humes

"This was my first week meeting with Attorneys as a CDLP. It was great! Every Attorney I met with were open to work with me. Most of them didn't know a program like this existed. The brochures you provide using the marketing platform is the icing on the cake!! It's a total professional program." Tony Hobbs

"Becoming a CDLP has allowed me to provide accurate guidance to divorcing clients and genuinely help them through an emotionally challenging time in their lives. It has also opened doors & connections with other great professionals." Jim Bakhtiar

"Had a great meeting today with a group of six attorneys and their staff. 1st meeting ever with a divorce team. Thanks Jody! Once I told them I was a CDLP they were all very impressed. Also, they asked if I could go to court with them on some cases." The Pruitt Team at MVB Mortgage

"Started my first partnership with a divorce attorney which led to working with their preferred agent!" Ryan Green

"Thanks for your help yesterday. The meeting went VERY well today. The attorney I met with was very impressed with the marketing pieces and gave me a referral on the spot." Richard Schafer

Thank you!



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Your Guarantee!



We want you to succeed and we also want you to be happy!

If you are not happy with your CDLP Training, please let us know within 30 days of joining and we will refund your investment 100%!

We are so confident that you will succeed as a Certified Divorce Lending Professional that if aren't succeeding in 12 months with the CDLP Business Building Program, we will double your money back. Just show us what you've been doing so we know why you didn't succeed.

A recent survey of current CDLP members who have implemented the CDLP Business System supports our confidence:

CDLPs who added divorce lending as another branch of their current business plan are experiencing an average increase of 3 divorce loan closings each month after obtaining their CDLP Certification!

CDLPs who have made divorce lending the primary focus of their business plan are closing on average of 6+ loans per month!

Get CDLP Certified Today!



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