



# Educate and Elevate

WITH NATIONAL MI UNIVERSITY

MONTHLY TRAINING | MAY 2025

Our **webinars**, **eLearning courses**, and **podcasts** help you stay connected to your customers by providing relevant social media strategies, tips on increasing sales productivity, techniques for developing a growth mindset, and more!



REGISTER

TUESDAY, MAY 6 | 2 PM ET

**Virtual Presentation Tactics to Captivate, Connect, & Close**

JULIE HANSEN

In today's digital selling environment, your virtual presentation skills can make or break your deal. In this session, Julie Hansen reveals the five most common virtual presentation mistakes and provides practical techniques to avoid them and boost your win rates. Discover how to transform your screen presence and deliver compelling virtual presentations that drive results.



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WEDNESDAY, MAY 7 | 1 PM ET

**The Power of Connection: Elevating Leadership Through Communication**

REBECCA LORENZ

In this webinar, we'll share practical strategies for fostering trust, enhancing team engagement, and navigating critical conversations with confidence. You'll learn how to communicate with clarity, authenticity, and influence to build stronger connections as a leader.



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THURSDAY, MAY 8 | 1 PM ET

**How to Stay Top-of-Mind This Summer**

DR. BRUCE LUND

FEATURED WEBINAR

Many homeowners are unaware of their equity and market opportunities, making summer the perfect time for personalized check-ins, market updates, and value-driven campaigns. Engaging clients now builds trust, maintains momentum during slower periods, and ensures they turn to you when they're ready to make their next move.


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**TUESDAY, MAY 13 | 1 PM ET**
**Income Analysis for Conventional Loans**
**MARIANNE COLLINS**

Knowing how the secondary market investors calculate different sources of income will help your lending institution determine where to deliver the loan. In this presentation, Marianne Collins talks about various sources of income, calculation of income, widely accepted required documentation, and the key differences in how to treat certain sources of income.


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**TUESDAY, MAY 20 | 2 PM ET**
**How to Motivate Anyone**
**ANDREW OXLEY**

Have you ever noticed that you just click with some people, but with others you struggle to create a connection? In this webinar, Andrew Oxley unpacks exactly what the problem is and shares a simple solution to this challenge – a solution that is so elegant that you will wonder where it has been hiding all this time!


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**THURSDAY, MAY 22 | 1 PM ET**
**A Proven Strategy to Win New Clients and Referral Partners**
**KENDRA LEE**

It's not practical to invite every potential client out to lunch. So how do you convey who you are and why they should work with you? In this webinar, Kendra Lee will show you how to authentically highlight your unique strengths to deepen relationships with clients and alliance partners, build your brand, and differentiate yourself from competitors.

*To learn more*


To register for our April webinars, visit our training calendar at [nationalmi.com/miu](https://nationalmi.com/miu) or email us at [training@nationalmi.com](mailto:training@nationalmi.com).

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