

### Assess

Leverage our resources to better understand the process and gauge your readiness to do business with Fannie Mae:

- [Path to Approval Toolkit](#)
- [Navigating the Lender Approval Process Video](#)
- [Risk Self-Assessments](#)
- [Servicing Self-Assessment](#)

Consider your current business needs and dedicated resources.

Determine if you have what you need to complete the process in the expected time-frame and decide whether to apply as a seller/servicer, seller, or servicer.

### Apply

Use the [Seller/Servicer Readiness Tool](#) to confirm eligibility and unlock the application.

Submit the seller/servicer application (Form 1010).



### Phone Discussions

#### CALL 1: APPLICATION REVIEW

*Who?* Individual leading your onboarding efforts.

#### CALL 2: PRICING & BEST EXECUTION

*Who?* Decision-makers for pricing, selling, and execution.

#### CALL 3: FINANCIAL & OPERATIONAL RISK

*Who?* Principal owner/partner & decision-makers for:

- Financial statements
- Profitability
- Underwriting
- Pre-funding quality control
- Post-closing quality control
- Internal audit processes
- Servicing (if applicable)



**14** calendar days

### Provisional Approval

Submit required documentation.

Complete forms required to do business with Fannie Mae.

Complete set-up with document custodian and, if applicable, engage with sub-servicers and/or Servicing Marketplace (SMP) servicing buyers.

Following Provisional Approval, you may begin to commit and sell loans servicing-released only.



**70** calendar days

### Full Approval

Coordinate an on-site operational review with the Fannie Mae Risk team.

Following Full Approval, you may begin retaining servicing, if applying for approval.



**65** calendar days

1

2

3

4

5

Estimated time from application submission to Full Approval is approximately 5 months