

Calendar of Events

June 6, 2017

**NAMB on the Road - MN
Minneapolis Northwest Marriott
7025 Northland Drive North
Minneapolis, MN 55428**

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Join NAMB - The Association of Mortgage Professionals for NAMB on the Road - Minnesota on Tuesday, June 6, 2017 at Minneapolis Marriott Northwest, 7025 Northland Drive North Brooklyn Park MN from 10am to 5pm sponsored by United Wholesale Mortgage!

This day-long session features a series of workshops geared towards helping you be more productive in 2017! The agenda for the day is...

9:30am - 10:00am: Registration

10:00am - 10:50am: How UWM's technology can simplify your business - How UWM's technology can simplify your business with Allen Beydoun, Executive Vice President of Sales at United Wholesale Mortgage, the #1 Wholesale Lender in the Nation.

11:00am - 11:50am: How to Win the Rate Battle against Your Competition - With lender competition heating up for acquiring purchase business, loan officers seem to be losing a loan to a competitor over a difference of as little as 1/8%. If you are an originator and you have been struggling to find the secret to winning the deal when you don't have the lowest rate, then you want to make sure you attend this program. In just 50 minutes, Ron Vaimberg, one of the nation's leading strategic originator trainers and coach, will show you how to WIN the business over your competition even if you are offering higher rates than your competition.

When you attend you will learn:

*How to prevent a prospect from commoditizing the origination process.
The fastest way to develop your relationship with your prospect/client on a foundation that is different than your competition.
The secret questions to ask prospects that get them to recognize there is much more to a mortgage than just interest rate.
And so much more...*

Winning the business in today's lending landscape can be challenging. However, when you know "what to say", "how to say it", and "when to say it", winning the business can be easier than you ever imagined.

12:00pm - 12:50pm: Lunch with NAMB President Fred Kreger and NAMB Lobbyist, Roy DeLoach - Learn about the legislative and regulatory outlook for the mortgage industry in 2017 and beyond. In addition, see what NAMB has in store for 2017 including the Kickstart program, NAMB National and more!

1:00pm - 2:50pm: Fannie Mae and Day 1 Certainty - Day 1 Certainty™ from Fannie Mae gives you freedom from representations and warranties on validated loan components and supports process efficiencies. Get Day 1 Certainty with:

DU validation service for income, assets, and employment. You must opt in to use the services:

*Review resources on the DU Validation Service page
Engage the designated vendors*

Income and employment validation: Equifax® 4506-T Tax Transcript Service and The WorkNumber® from Equifax equifax.com/smarterlending-validation

*Asset Validation: AccountChek™ by FormFree <http://www.accountchek.com/>
Complete and submit the DU Validation Service Setup Form located on the Day 1
Certainty web page*

Enhanced property inspection waivers. No opt in – will automatically issue in DU for eligible refinance transactions. An exercised PIW offer provides freedom from reps and warrants on property value, condition, and marketability. And – great news: We are discontinuing the fee for exercising a PIW offer, effective for loans delivered starting January 1, 2017. View details on the PIW page.

Certainty on appraised value powered by Collateral Underwriter® (CU™). No opt-in – see how to get freedom from reps and warrants on property value with a CU risk score of 2.5 or lower, and learn more about CU.

*3:00pm - 4:50pm: Creating Efficiencies for Brokers presented by Calyx Software -
Brokering loans requires a very specific set of skills that must be executed at the right time with the most efficient processes. Learn how to streamline activities and manage processes to maximize your time management and technological investment. Topics to be covered in this training include:*

*Generating and sending initial disclosures
Electronic signature execution and audit trails
Calyx secure document exchange and management
Creating Master Templates
Tracking lender conditions
Pipeline views and reports*

Cost for this day-long session of informative presentations is only \$55 per person which includes lunch and continental breakfast!

In addition, NAMB has made arrangements for a discounted rate on hotel rooms for this venue of only \$149 per night. To make a hotel reservation, please [click here!](#)

Take advantage of this unique opportunity and register today!

Location: Minneapolis Northwest Marriott, 7025 Northland Dr. North, Minneapolis, MN 55428

August 31, 2017

UAMP Expo
Salt Lake Marriott Downtown at City Creek
75 South West Temple
Salt Lake City, UT 84101
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Join the Utah Association of Mortgage Professionals for the UAMP Expo - the only Utah trade show supported by the NAMB - The Association of Mortgage Professionals - at The Salt Lake Marriott Downtown at City Creek on August 31, 2017!

Don't miss this opportunity to network with the area's top mortgage professionals! This event has consistently drawn over 600 attendees to this 1 day event! With this year's great location, we expect even better attendance!

Exhibitors - this year's venue features a larger exhibitor hall which will make this the best mortgage networking event in Utah! Early Bird Trade Show Registration is now open!

Take advantage today of the exceptional savings and benefits of our Tier 1 Exhibitor Package before our Tier 1 Early Bird Special expires on May 31, 2017!

Get ready for another SOLD OUT trade show this year!

For information call us at (904) 651-3143 or email us at valsaun@gmail.com.

October 14, 2017
- October 16, 2017

NAMB National
The Rio All-Suite Las Vegas Hotel and Casino
3700 West Flamingo Road
Las Vegas, NV 89103
Valerie Saunders, 904-651-3143
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NAMB - The Association of Mortgage Professionals is pleased to offer interested sponsors and exhibitors the opportunity to register for our 2017 NAMB National Conference and Trade Show to be held on Saturday, October 14 - Monday, October 16, 2017 at the RIO All-Suite Las Vegas Hotel & Casino in Las Vegas, NV.

With over 50,000 square feet of exhibit space, don't miss this opportunity to network with the country's top mortgage professionals!

To see a list of our available sponsorship and exhibitor opportunities, please click "Tickets" in the upper left-hand corner of this page.

If you have any questions or concerns, please do not hesitate to contact Valerie Saunders, 2016-2017 NAMB Conference Chair, at (904) 651-3143 or via email at valsaun@gmail.com

We look forward to seeing you in Las Vegas!