

Calendar of Events

August 24, 2017
- August 25, 2017

LMLA 2017 Education Conference
New Orleans Hilton Riverside Hotel
2 Poydras Street
New Orleans, LA 70130

LMLA's 2017 Education Conference will be held Aug. 24-25 at the Hilton New Orleans Riverside.

David Luna of Mortgage Educators & Compliance will again be teaching the 8 hour Approved CE course to all attendees. The format of the two-day event will allow more interaction with our sponsors, and includes a two hour luncheon and trade show.

For more information, [click here](#) or call (225) 590-5722.

August 31, 2017

UAMP Expo
Salt Lake Marriott Downtown at City Creek
75 South West Temple
Salt Lake City, UT 84101
Valerie Saunders, 904-651-3143
valsaun@gmail.com

Join the Utah Association of Mortgage Professionals for the UAMP Expo sponsored by Xact Law Firm on August 31, 2017 at The Salt Lake Marriott Downtown at City Creek!

The UAMP Expo is the only Utah trade show supported by the NAMB - The Association of Mortgage Professionals.

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!

For a limited time, registration for attendees for this event is FREE! Click here, use discount code UAMP and register today!

Interested in exhibiting? Exhibitor opportunities still available. Click here for more information!

Looking for discounted hotel reservations? Click here to reserve a room...

Agenda for this event...

Registration begins at 8am

9:00am - 9:50am: Utah Department of Commerce, Division of Real Estate (General Session A-E)

10:00am - 10:50am: Taking Market Share in 2017 presented by United Wholesale Mortgage (General Session A-E)

In an industry where everyone offers the same products and good pricing is a dime a dozen, it is innovative technology and committed partnerships that shape your ability to grow business. Allen Beydoun, Executive Vice President of Sales at United Wholesale Mortgage, discusses UWM's commitment to giving business back to the broker, as well as the features and technology it has in place to help you capture additional market share. Learn how the combination of game-changing technology and unrivaled client service access will get your borrowers to the closing table faster than other lenders – and how your business will pick up because of it.

10:00am - 5:00pm: Exhibit hall opens (Salon F)

11:00am - 11:50am: Keynote Speaker Luncheon featuring U.S. Representative Mia Love, UT (General Session A-E)

Congresswoman Mia Love first got into politics in 2003, winning a city council seat in her adopted city of Saratoga Springs, Utah. Six years later she won the mayor's seat. In 2014, Love captured Utah's 4th Congressional District, making her the first black female Republican to win a congressional seat.

12:00pm - 1:20pm: "How to Rapidly Win Great Agent Relationships" presented by Ron Vaimberg, President & Head Coach of NMP - U (General Session A-E)

*Simple methods to gain agent attention and stand out from the crowd.
How to deliver the Ultimate Agent Presentation that wins business on the first meeting.
“What to say”, “when to say it”, and “how to say it” to control every presentation
Overcoming agent road blocks that stop most LO’s in their tracks.
How to prevent you from becoming the agents “lender of last resort” and become their
first call lender.
Eliminating the biggest mistake that costs LO’s
How to create effective messages that gain attention and create meeting opportunities*

*1:30pm - 2:20pm: NAMB President Fred Kreger, CMC, CRMS provides an industry and
legislative update (General Session A-E)*

*Don't miss this opportunity to hear about what is happening in Washington, DC and
beyond and how it directly affects you as a mortgage professional!*

*2:30pm - 3:20pm: Breakout session sponsored by Mercury Network (General Session
A-E)*

*3:30pm - 4:20pm: Breakout session sponsored by Plaza Home Mortgage (General
Session A-E)*

September 13, 2017
- September 14, 2017

Mortgage Professionals of Iowa - Education/Convention 2017
Echo Valley Country Club
3150 Echo Valley Drive
Norwalk, IA 50211

Mortgage Professionals of Iowa is trying something new this year- one flat price regardless of members to MPI and NAMB or not. We highly encourage you to join as a member so you can support your industry and all that is being done on your behalf at the state and national levels.

Agenda Wednesday, September 13, 2017

4:30 PM to 7:00 PM Golfing 9 holes

Come with a team of four or just get put with a team and meet some new sponsors and mortgage professionals. Join us for social hour afterwards.

Agenda Thursday, September 14, 2017

7:30 AM to 8:30 AM Breakfast and Registration

8:30 AM to 11:30 AM Education

11:30 AM to 12:30 PM Lunch & Speakers (including IDOB)

12:30 PM to 5:30 PM Education

5:30 PM to 6:30 PM Social Hour- Speed Networking- Prizes given away

September 13, 2017
- September 14, 2017

Mortgage Professionals of Iowa Education/Convention
Echo Valley Country Club
3150 Echo Valley Drive
Norwalk , IA 50211
Charles Chedester, 905-221-0321 x104
charles@midwestfamilylending.com
Mortgage Professionals of Iowa

Education/Convention 2017

September 13-14, 2017
Echo Valley Country Club
3150 Echo Valley Drive, Norwalk, IA 50211

Interstate 80 from the East:
Take Exit #141 Hwy 65 South (Turns into Hwy 5 Bypass North) for 18 miles to Exit 97 Fleur Drive (D.M. Int'l Airport exit). Go Right ¼ mile on Fleur Drive to Echo Valley Drive. Turn Left for ¾ mile to Echo Valley Clubhouse.

From Des Moines International Airport:
Go South on Fleur Drive 1½ miles to Echo Valley Drive. Turn West (Right) and go ¾ mile to Echo Valley Clubhouse.

From Interstate 35:
Take Exit #68 Hwy 5 South (Des Moines International Airport Exit). Stay on Hwy 5 for 3.75 miles to Exit #99. Turn Right on Hwy 28 for approximately one block to Echo Valley Drive. Go Left on Echo Valley Drive for 1 mile to Echo Valley Clubhouse.

From Freeway I-235:
Take ML King Jr. Pkwy Airport Exit. Go South (MLK turns into Fleur Drive). Take Fleur Drive 5 miles to Echo Valley Drive. Turn West (Right) and go ¾ mile to Echo Valley Clubhouse.

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Convention 2017
September 13-14, 2017

PRICING: Notice only one price this year- member or non-member pay the same price

Education before August 1st _____ \$ 99.00
Education between August 2nd-31st _____ \$ 119.00
Education after September 1st _____ \$ 149.00

Golf Only:

_____ Members \$ 50 _____ Non Members \$ 100 _____ Complete 4-some \$200

Golf Players: (no need have a complete foursome to golf)

Registration DEADLINE: September 11, 2017 (late fee of \$40 will be charged for any after deadline.)

Mail Your Registration to: MPI, 4949 Westown Pkwy Ste 165-111 West Des Moines, IA 50266 or Fax To 866-931-7542

One Registration form per Attendee*

The Name below must be the NAME that is the REGISTERED with the NMLS and must match your NMLS number.

FIRST NAME _____ LAST
NAME _____

Registration Number (NMLS) _____ Company Name _____

Home Address _____ City, St,

Zip _____

Cell Phone _____

Email Address for receipts _____

q Please check in acknowledgement of this policy. No admittance will be granted 10 minutes after the scheduled start time. You are expected to remain for the entire class to receive credit for attendance. A \$20 cancellation fee will be assessed if you cancel less than 48 hours prior to class time. There will be no refund if you cancel less than 24 hours prior to class time.

I AM ENCLOSING A CHECK IN THE AMOUNT OF \$ _____ OR CHARGE MY
CREDIT CARD \$ _____ VISA _____ MC _____ AMEX

ACCOUNT# _____ EXP. _____

DATE _____ CVV _____

NAME OF
CARDHOLDER _____

(PLEASE PRINT LEGIBLY)

SIGNATURE _____

September 20, 2017

NMLS Training in Idaho

The Idaho Association of Mortgage Professionals, Idaho Mortgage Lenders Association and the Department of Finance present: NMLS Training, Wednesday, September 20, 2017.

Class Includes: 2 Hours Ethics, 2 Hours Non-Traditional, 1 Hour State and 3 Hours Federal.

For more information, visit IdahoMortgageProfessionals.org.

September 27, 2017

NYAMB 29th Annual Convention & Tradeshow

The Melville Marriott

1350 Walt Whitman Road

Melville, NY 11747

NYAMB's 29th Annual Convention & Tradeshow

The Ever-Changing Regulatory Environment – “Are You Compliant?”

This year's conference has been designed to provide you with the guidance you need to prepare your business and clients for the legal and regulatory future of our industry. Join us on Wednesday, September 27th at the NYAMB's 29th Annual Convention & Tradeshow in Melville, NY and get the latest updates, information & tools needed to stay compliant in this ever-changing environment.

[Click here for more information...](#)

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
valsaun@gmail.com

NAMB National held October 14-16, 2017 at The Rio All-Suite Las Vegas Hotel and Casino is the premier mortgage conference in the United States focusing on YOU - the Mortgage Professional.

This amazing event will provide YOU with

*Network with old friends, and make new ones at our awesome trade show;
Fantastic breakout sessions presented by the industry's top leading companies;
A great keynote speaker session featuring Ann Coulter and;
An out of this world end of event party showcasing Lou Gramm of Foreigner!*

Click here to make hotel reservations at the NAMB discounted rate...

Interested in becoming an exhibitor? Click here...

Agenda (as of 08/13/2017):

Friday, October 13, 2017

9:00am – 4:00pm, Pavilion 1-6 – Exhibitor Load In

10:00am – 12:00pm, Janeiro Board Room – NAMB Plus Meeting

1:00pm – 3:00pm, Flamengo Board Room – NAMB Board Meeting

2:00pm – 5:00pm, Pavilion 1-6 – Exhibitor Set-Up

3:00pm – 5:00pm, Conga – UWM Advisory Council Meeting – Restricted

5:00pm – 7:00pm, Kiss by Monster Mini Golf – NAMB Legislative Action Fund Miniature Golf Tournament

Saturday, October, 14, 2017

8:00am – 11:00am, Pavilion 7 – Delegate Council & Annual Business Meeting

8:00am – 11:00am, Pavilion 1-6 – Exhibitor Set-Up

*11:15am – 12:45pm, Pavilion 9 – Keynote Speaker Luncheon featuring Ann Coulter
Ann Coulter is the author of eleven New York Times bestsellers and a frequent guest on many TV shows, including Hannity, Piers Morgan, Red Eye, HBO's Real Time with Bill Maher, Fox & Friends, Dr. Drew, Entertainment Tonight, The Today Show, Good Morning America, The Early Show, Hannity, The O'Reilly Factor, and has been profiled in numerous publications, including TV Guide, the Guardian (UK), the New York Observer, National Journal, Harper's Bazaar, The Washington Post, The New York Times and Elle magazine.*

1:00pm – 6:00pm, Pavilion 1-6 – Trade Show floor open

1:00pm – 1:50pm, Pavilion 9 - Steve Richman sponsored by Franklin American Mortgage Corp.

*Join Franklin American Mortgage and nationally-recognized mortgage expert Steve Richman, "That MI Guy," for his new interactive session **The Commodity Conundrum – How to differentiate yourself in a market demanding scalability and repeatability!** This enlightening discussion offers strategies for developing the unique offerings and service you need to stand out from your competition.*

This informative session covers ways to:

*Gain a better understanding in your market, product, and customer
Discover new techniques to distance yourself from competitors
Make your clients think of you first for their home financing needs
And much more!*

2:00pm – 2:50pm, Pavilion 9 - Dominate Your Retail Competition sponsored by United Wholesale Mortgage

Competition in the mortgage business is intense – each day is a battle to stand out and win clients. As a Broker, you're more equipped with tools to dominate the mega retail lenders than you may realize. Join UWM President/CEO Mat Ishbia, leader of the No. 1 wholesale lender in the nation, for an energized coaching session on how you can wow and win clients with a blend of technology, service and marketing that mega retailers can't compete with.

3:00pm – 3:50pm, Pavilion 7 – Driving Sales with Renovation and Construction
Sponsored by American Financial Resources

Learn how to leverage renovation and construction products to increase volume and open new channels of revenue. AFR's product expert, Andy Allen, will help you explore the various products, the part they play in the current market, and how AFR can help you close these loans with confidence. Don't miss your chance to gain market share in this growing field.

3:00pm – 3:50pm, Pavilion 9 - Driving Productivity, Maximizing Profit and Positioning for Growth in a Dynamic Market Environment presented by Stuart Donaldson, founder and owner of Banyan Co. He is an experienced banking and finance executive, educator, business coach and financial advocate for owners of small to medium enterprises.

This workshop will share with brokers practical suggestions on how to measure productivity, identify strategies to improve conversions and explain the full range of options for brokers looking to introduce new revenue streams into their business model. A hands-on, interactive and engaging session that will challenge your thinking and leave you wanting to explore growth options. Insights into setting financial targets, how to measure and manage key sales drivers, and what is required to embark on a growth strategy will feature. Many businesses overlook the power of managing and measuring productivity drivers to maximize profitability. Learn how to effectively use resources to produce sales, using revenue and productivity modelling.

3:00pm – 3:50pm, Pavilion 10 – Breakout Session presented by Angel Oak Mortgage

Solutions

3:00pm – 3:50pm, Pavilion 11 – Economic Trends in the Mortgage Industry presented by Carrington Mortgage Services, LLC

Economic trends for the most part have been favorable to the housing industry recently, but what does that mean for mortgage originations? Keeping track of these trends and how they affect the industry as a whole, as well as mortgage brokers in their markets, is critical for success. Learn directly from one of the top wholesale lenders in the Industry about what's happening right now across the country so you can be armed with knowledge about trends that may affect your business. Presented by a well-respected industry expert, Rey Maninang, SVP and National Sales Director Carrington Wholesale. Join us for this informative and valuable session.

4:00pm – 4:50pm, Pavilion 7 - Frank Garay and Brian Stevens of National Real Estate Post

4:00pm – 4:50pm, Pavilion 9 – Breakout Session

4:00pm – 4:50pm, Pavilion 10 - Building Brand Equity Through Culture sponsored by PRMG

Join Paul Lucido, PRMG National Marketing Director, as he discusses creating a foundation of core values and principles that translate into a consistent set of actions and behaviors, ultimately establishing a trusted brand within the mortgage industry. Culture is now trending, but what does it really mean to us all?

4:00pm – 4:50pm, Pavilion 1 – Breakout Session presented by Quicken Loans

5:00pm - 5:50pm, Pavilion 7 - “One small step in reverse, one giant leap for your company” sponsored by Finance of America Reverse LLC

Find out how taking a small step to grow your business with the HECM reverse mortgage program can make big leaps for your company as a whole.

With 10,000 Boomers turning 62 daily, this is an incredible, untapped opportunity with high profit pricing!

Learn more from Steven Resch with Finance of America Reverse LLC, the nation's #1 Wholesale reverse mortgage lender. Session includes illustrations of how the HECM can be used to manage wealth and demonstrates why now is the time to offer these loans as part of your clients' portfolios. We can offer you the resources you need to be successful – from training to marketing and much more.

5:00pm - 5:50pm, Pavilion 10 - Breakout Session presented by Lending Home, Inc.

5:00pm - 5:50pm, Pavilion 11 - Breakout Session sponsored by Axis - AMC

5:00pm – 6:00pm, Pavilion 1-6 Opening Reception sponsored by Caliber Home Loans

Sunday, October 15, 2017

10:00am – 6:00pm, Pavilion 1-6 - Trade Show floor opens

11:00am – 11:50am, Pavilion 7 - Breakout Session presented by Calyx Software

11:00am – 11:50am, Pavilion 10 - Breakout Session

11:00am – 11:50am, Pavilion 11 – Breakout Session presented by Reverse Funding

12:00pm – 12:50pm, Pavilion 7 - Boost Your Business with Fix & Flip Loans and Private Lending sponsored by RCN Capital

With home flipping in the U.S. at a 10-year high, there has never been a better time to expand your product offerings. Private lending offers lucrative options for fix & flip deals and other real estate investing scenarios that don't fit traditional guidelines. In this session, Jeffrey Tesch, RCN Capital Managing Director & Private Lending Expert, will teach you how to:

*Identify profitable solutions for some of your most commonly overlooked leads
Leverage fix & flip loans and other private lending products to make more money now
Best present yourself and your borrower to a private lender*

Interested in tapping into a wealth of new business? Don't miss this break-out session.

12:00pm – 12:50pm, Pavilion 10 – "The New Reverse - FHA's Program Sure has Changed" sponsored by Plaza Home Mortgage (Presented by Mark Reeve - VP, Reverse Mortgage Division)

FHA has made many changes to the reverse mortgage program over the last three years. These changes were designed to protect the consumers, lenders and the MI fund within FHA. The intent was and still is, to create a program to provide housing relief for our aging population in a long-term sustainable manner.

This presentation will provide attendees with an overview of these changes, why they are beneficial to the consumer and how the program "plays" into an overall long-term strategy for retirement. This program is no longer a bail out loan or loan of last resort. This one-hour presentation will be fast paced and extremely informative.

12:00pm – 12:50pm, Pavilion 11 – Breakout Session presented by Stearns

1:00pm – 1:50pm, Pavilion 7 – Breakout Session presented by REMN

1:00pm – 1:50pm, Pavilion 10 – Converting Your Fallout and Broadening Your Product Offerings Through Alternative Financing from Jason Haye sponsored by Velocity Mortgage

Learn how to leverage your clients' real estate portfolios more profitably by stepping into the gray area between Conventional Financing and Hard Money. We will focus this discussion on financing options found outside traditional funding sources and how these new sources can increase your bottom line while funding FEWER loans.

1:00pm – 1:50pm, Pavilion 11- An Introduction to Reverse Mortgages for Originators: Prepare Your Business for the Future by Getting Into Reverse sponsored by Reverse Mortgage Funding

Accessing home equity has become increasingly important in today's world, where traditional sources of retirement income are not always sufficient, as people continue to

live longer and spend more time in retirement. Home Equity Conversion Mortgages (HECMs)—commonly known as reverse mortgages—are quickly becoming a necessary building block for retirement funding. If you're not yet offering reverse mortgages as part of your product mix, you're missing out on an important and rapidly growing market: Customers age 62 and older. Every day, over 10,000 Baby Boomers turn 65. Find out how today's redesigned reverse mortgage products can help close more loans with this new generation of retirees—with attractive home purchase loans, mortgage refinancing, and HELOC alternative options designed specifically to meet their needs. You'll learn more about reverse mortgage products, and how our turnkey origination platforms make it easy to enter the reverse mortgage business and increase revenue.

2:00pm – 2:50pm, Pavilion 7 – Don't even think about doing reverse mortgages without the most powerful technology and training in the industry presented by Reverse Vision

If you're ready to adopt the Generational Lending™ strategy for your most valuable, senior consumers to enhance your portfolio and create a “reverse” lead funnel, then you must first equip yourself with the only technology that will give you a competitive edge.

ReverseVision's end-to-end loan origination solution (LOS), RV Exchange (RVX) connects your pipeline with robust reverse mortgage sales tools and flows data into the LOS for broker originating and processing. Every wholesale partner in the industry is connected to RVX allowing LOs to select the best lending partner for their needs.

Learn how you can originate, process and close faster with the technology 10 of the top 10 wholesale lenders leverage. Many lenders also use ReverseVision's product solutions to connect their traditional LOS to RVX resulting in one system of record, reduced risk, minimized errors and increased efficiency.

Please join Wendy Peel, VP and Bob Talpas, Account Manager to learn about how our software can help you leverage the Generational Lending™ concept to extend your pipeline and keep your borrowers for life.

You will learn about:

*Why Generational Lending™ is a win-win strategy
How ReverseVision can help you accelerate your HECM business
How to leverage HECM products to supplement lost refi business*

2:00pm – 2:50pm, Pavilion 10 - Breakout Session presented by Freddie Mac

2:00pm – 2:50pm, Pavilion 11 - "The Secret Weapon All Loan Originators Need to Know" sponsored by Plaza Home Mortgage (Presented by Ragen Cunningham - National Renovation Lending Manager)

In this highly competitive mortgage environment with limited inventory, renovation loans can create numerous opportunities in expanding your business growth! You will learn how to utilize this “secret weapon” of the finance world - as we discuss Borrower, Realtor and Loan Officer benefits while exploring fresh new marketing techniques to help set you apart. In this engaging session, you will learn how to:

- * Identify the advantages and unique benefits of renovation loan programs*
- * Develop new tactics on marketing techniques for renovation loans*
- * Gain momentum with Realtor Buy-In and keep you relevant in this market*
- * Discover target markets as we explore real-life examples of renovation scenarios*

3:00pm - 3:50pm, Pavilion 7 - B.Y.O.B. Power Workshop! presented by FirstFunding,

Inc. and Finance of America

Whether you are an existing business owner, looking to become a business owner or just want to think like a business owner, you will want to attend the BYOB Power Workshop! This Power Packed Session will highlight what you need to build your business! We've pulled some of the best in the business together for this action packed session.

Join, Ginger Bell, Education Specialist, Go2training as she leads this fast paced discussion with Jim Dunkerley, President, FirstFunding, Terri Buckman, Senior Vice President, Finance of America Wholesale, Garrett Griffin, National Non-Delegated Sales Manager, Finance of America Mortgage and Philip Villasana, President, Focus Fulfillment.

Here's what you'll learn by attending this workshop:

Build Your Own Bank

*Top Benefits to Owning Your Independent Origination Business Model
Turnkey Technology Solutions That Give You Control and Peace Of Mind
Real World Strategies to Managing Processes, Compliance, And Scalability*

Brand Your Own Business

*Top Ways to Build Your Brand Online, Inline And Above The Line
How to Use Customer Testimonials to Build Your Following
Branding with Local HR Departments to Build Solid Corporate Referral Partners*

Become Your Own Boss

*5 Steps to Being a Successful BOSS
Practical Guide to Getting Your Business Off the Ground*

Broadcast Your Originator Business!

*Media Leveraging Tips to Get Free Publicity for Your Business
Google, LinkedIn and other Social Media Strategies that Work*

3:00pm - 3:50pm, Pavilion 10 - Breakout Session

3:00pm - 3:50pm, Pavilion 11 - Breakout Session

5:30pm – 6:00pm, Pavilion 1-6 - Raffles, Prizes Announced

7:00pm – 10:00pm, Pavilion 9 - End of Event Party featuring Lou Gramm of Foreigner

Monday, October 16, 2017

8:00am – 5:00pm, Pavilion 10 - 8-Hour NMLS CE Course

9:00am – 12:00pm, Pavilion 11 - Certification Prep Class

9:30am – 10:50am, Pavilion 9 – Secondary Marketing for Brokers sponsored by Freedom Mortgage Corporation

This informative session will cover everything from pricing, servicing values and how they impact pricing, duration and impact on churning, securitization requirements, etc.. In addition, it will touch on the general differences that impact a Broker vs a Non-Delegated (Mini) Correspondent

11:00am – 12:00pm, Pavilion 9 – NAMB Legislative Update featuring Roy DeLoach, NAMB Lobbyist

October 13, 2018
- October 15, 2018

NAMB National 2018

Rio All-Suite Hotel and Casino

3700 West Flamingo Road

Las Vegas, NV 89103

Valerie Saunders, 904-651-3143

valsaun@gmail.com

NAMB - The Association of Mortgage Professionals is excited to announce that NAMB National 2018 will be held at the Rio All-Suite Hotel and Casino in Las Vegas, NV from October 13-October 15, 2018!

With 55,000 square feet of space which combines our exciting trade show and breakout sessions, the Rio is truly the place to be to network with the country's top mortgage professionals.

Exhibitor registration is now open at the discounted rate of \$4,995 for a single 10' x 10' booth or \$8,995 for a double 10' x 20' booth. In addition, a limited number of speaking opportunities are available for only \$2,000 for a 50 minute session!

Discounts expire on November 1, 2017 so, don't wait to take advantage of these fantastic discounts! Limited space is available...sign up today!