

NRMLA 2006 ANNUAL MEETING AGENDA

Thursday, September 28

8 a.m. to 7:00 p.m. – Registration – Grand Foyer

9 a.m. to 10:30 a.m. – CONCURRENT WORKSHOPS

Track A: Technical – Pacific D

A Loan Originator's Guide to Processing

Summary: *This session will focus on the basic elements of processing a reverse mortgage, including borrower information and loan documents.*

Mary Ressetar, Wells Fargo Home Mortgage (Host), Park Ridge, IL
Shelley Bohrer, Financial Freedom, Irvine, Calif.
Colleen Mitchell, Reverse Mortgage of America, Bellevue, Wash.

Track B: Introductory – Pacific E

Reverse Mortgages 101

Summary: *This session will provide a general overview of how reverse mortgages work, and what types of delivery options are available.*

Shawna James, MortgageIT (Host), Seattle, Wash.
David Carey, Fannie Mae, South Hamilton, Mass.
Dennis Haber, Fast Track Funding, Hicksville, N.Y.
Mike Mooney, BNY Mortgage, West Granby, Conn.

Track C: Advanced – Pacific F

Getting Over the Initial Hurdle: Lenders Discuss Strategies for Success

Summary: *Some of the nation's most experienced reverse mortgage lenders will discuss business tactics they are using to be successful.*

Dan Ryan, Farwest Mortgage Bankers, Inc. (Host), Placentia, Calif.
Jim Brice, Seniors Reverse Mortgage, Inc., Concord, Calif.
David Cesario, 1st Reverse Mortgage Store, Westmont, Ill.
Mario Martirano, Agency for Consumer Equity Mortgages, Inc., Elmsford, N.Y.
Bill White, Ocean State Reverse Financing, North Kingstown, R.I.

10:30 a.m. – REFRESHMENT BREAK

10:45 a.m. to 12 p.m. – CONCURRENT WORKSHOPS

Track A: Advanced – Pacific D

What California and Other States are Doing to Address an Aging Population

Summary: *This panel will focus on state and federal efforts currently underway to promote programs, such as the reverse mortgage, to help seniors to age in place.*

Vanessa White, BNY Mortgage (Host), West Paterson, N.J.
Sandra Fitzpatrick, California Commission on Aging, Sacramento, Calif.
Gary Passmore, Congress of California Seniors, Sacramento, Calif.
Barbara Stucki, National Council on Aging, Bend, OR

Track B: Introductory – Pacific E

Marketing 101

Summary: *This panel will focus on different marketing strategies for building reverse mortgage volume.*

David Peskin, Lender Lead Solutions (Host), Melville, N.Y.
Jean Noble, Lender Lead Solutions, Melville, N.Y.
Patrick Seroka, Seroka & Associates, Waukesha, Wisc.

Track C: Advanced – Pacific F

Getting on the Air: Utilizing Talk Radio to Establish Yourself as an Authority

Summary: *Find out how you can use the power of radio to build your business.*

Bill Agner, The Mortgage Network, Inc. (Host), Indianapolis, Ind.
Phil Getman, KTKZ 105.5 FM/1380 AM, Sacramento, Calif.
Tom Rafferty, The Mortgage Consultants Group, Granite Bay, Calif.

Track D: Advanced – Pacific N

HUD, State & Local Issues Committee

(For Committee Members Only)

Summary: *The HUD, State & Local Issues Committee is responsible for interfacing with HUD on HECM policy issues.*

Joe DeMarkey, BNY Mortgage, Milford, Mass. (Co-Chairman)
Nick Buscaglia, M&T Mortgage, Buffalo, N.Y. (Co-Chairman)

12 p.m. – Lunch on Your Own

1 p.m. to 3 p.m. – GENERAL SESSIONS – Grand A (Overflow in Pacific E)

1 p.m. to 2 p.m.

State of the Reverse Mortgage Industry

Summary: *NRMLA's leadership will discuss how the business has changed over the past 12 months and what changes may be coming down the road.*

Peter Bell, National Reverse Mortgage Lenders Association, Washington, D.C.
Sarah Hulbert, BNY Mortgage, Renton, Wash.
Bart Johnson, Financial Freedom, Irvine, Calif.
John Nixon, Reverse Mortgage of America, Bellevue, Wash.
David Peskin, Lender Lead Solutions, Melville, N.Y.

2 p.m. to 3:30 p.m.

Political and Regulatory Issues Facing Our Business

Summary: *NRMLA's general counsel will summarize recent regulatory changes announced by HUD and how they will impact your business.*

James Brodsky, Weiner Brodsky Sidman Kider, P.C., Washington, D.C.
Peter Bell, National Reverse Mortgage Lenders Association, Washington, D.C.

3:30 p.m. – REFRESHMENT BREAK

3:45 p.m. to 5 p.m. – CONCURRENT WORKSHOPS

Track A: Advanced – Pacific D

Advanced Loan Processing/Underwriting

Summary: *Learn about trusts, powers of attorney, manufactured homes, and other issues that can delay a closing if you don't thoroughly understand them.*

Diane Coats, Wells Fargo Home Mortgage (Host), Greensboro, N.C.
Carin Bucklin, All Reverse Title, Roseville, Calif.
Sharon Langley, Financial Freedom, Atlanta, Ga.
Connie Osman, BNY Mortgage, Kent, Wash.
Ralph Rosynek, Jr., 1st Reverse Mortgage Store, Westmont, IL

Track B: Introductory – Pacific E

Preparing Your Client for What Happens AFTER a Reverse Mortgage Closes: Common Servicing Issues

Summary: *Learn how the administration of a reverse mortgage works, including payment plan changes, tax and insurance defaults, and loan maturity issues.*

Steve Irwin, Financial Freedom (Host), San Francisco, Calif.
Linda Bridges, Wells Fargo Home Mortgage, Fort Mill, S.C.

Track C: Introductory – Pacific F

The Art of Explaining Complex Reverse Mortgage Terms to Your Clients

Summary: Explaining certain reverse mortgage terms can be challenging if you're working with an elderly clientele. Learn from our panel of experts how they effectively communicate with borrowers.

Sarah Hulbert, BNY Mortgage (Host), Renton, Wash.
John Lucas, GMAC Mortgage, Encino, Calif.
Barry Scoles, 1st Reverse Mortgage USA, Lakewood, CO

Track D: Advanced – Pacific N

Marketing & Promotion Committee

(For Committee Members Only)

Summary: The Marketing & Promotion Committee is responsible for overseeing public relations and consumer education efforts.

Dan Ryan, Farwest Mortgage Bankers, Inc., Placentia, Calif.
(Co-Chairman)
David Peskin, Lender Lead Solutions, Melville, N.Y. (Co-Chairman)

6:30 p.m. to 7:30 p.m. – Opening Reception & Exhibitor Expo – Grand Foyer and Grand A

Friday, September 29

7:15 a.m. to 5:00 p.m. – Registration – Grand Foyer

7:15 a.m. to 8:15 a.m. – Continental Breakfast – Grand A

7:15 a.m. to 5:00 p.m. – Exhibitor Expo – Grand Foyer

8:15 a.m. to 9:15 a.m. – CONCURRENT WORKSHOPS

Track A: Introductory – Pacific D

Managing Yourself to Be Successful

Summary: Find out what skills our panelists look for when recruiting new sales staff.

Dean Jones, SCME Mortgage Bankers, Inc. (Host), San Diego, Calif.
Guy Benjamin, Advent Mortgage, Benicia, Calif.
Dan Osterhout, Cambridge Senior Capital, Bridgeport, Conn.

Track B: Advanced – Pacific F

Introducing Yourself to Financial Planners and Other Senior Network Providers

Summary: Our panelists will discuss the tactics they use to develop business relationships with financial planners and healthcare professionals.

Rob Wyatt, Fifth Third Bank (Host), Cape Coral, Fl.
Scott Hansen, Liberty Reverse Mortgage, Rancho Cordova, Calif.
Patrick Donahue, Residential Loan Centers of America, Des Plaines, IL
Wendy Whitaker, Mortgage Mobility, Richboro, Pa.
Art Widmann, CFP® Widmann Financial, Bowie, Md.

Track C: Advanced – Pacific E

Loan Originator Roundtable

Summary: This is your opportunity to ask questions of NRMLA's leadership about anything you think is important.

Joe DeMarkey, BNY Mortgage, Milford, Mass. (Host), Milford, Mass.
Nick Buscaglia, M&T Mortgage, Buffalo, N.Y.
Scott Norman, Financial Freedom, Austin, TX

Track D: Advanced – Pacific N

Developing a Secondary Market for Reverse Mortgages

Summary: In order to develop a secondary market for reverse mortgages, investors must be able to understand and gauge the risk factors associated with reverse mortgages. Our panelists will discuss those risk factors AND opportunities.

Patrick McEnerney, MortgageIT, New York
Craig Corn, BNY Mortgage, West Paterson, N.J.

9:30 a.m. to 12 p.m. – GENERAL SESSIONS – Grand B/C
(Overflow in Pacific E)

9:30 a.m. to 10:30 a.m.

Summit With the FHA Commissioner and Other Senior HUD Staff

Summary: The nation's top housing official, Brian Montgomery, will discuss the performance of the FHA HECM program, what HUD is doing administratively to improve the program, and answer your questions.

Honorable Brian D. Montgomery, Assistant Secretary for Housing/
Federal Housing Commissioner, U. S. Department of Housing and
Urban Development, Washington, D.C.

Margaret Burns, Director, Single-Family Program Development, U.S.
Department of Housing and Urban Development, Washington, D.C.

10:30 to 11 a.m.

Role of Ginnie Mae In an Expanding Reverse Mortgage Market

Summary: Ginnie Mae President Robert Couch will discuss what Ginnie Mae is and what role it hopes to play in the emergence of a secondary market

Robert Couch, President, Ginnie Mae, Washington, D.C.

11 to 12 p.m.

Planning Ahead: Learn How Seniors Are Coping With Personal Finance and Healthcare Issues

Summary: Long-term care expert Mary Beth Franklin will discuss national policy issues that are impacting retirement planning, healthcare and personal finance—and the possible role of reverse mortgages.

Mary Beth Franklin, Senior Editor, Kiplinger's Personal Finance
Magazine, Washington, D.C.

12:15 p.m. to 1:30 p.m. – NETWORKING LUNCHEON

1:45 p.m. to 2:45 p.m. – CONCURRENT WORKSHOPS

Track A: Introductory – Pacific D

Promoting Reverse Mortgages Thru Religious Institutions

Summary: Our panel will discuss the proper way to approach the clergy as part of your outreach efforts.

Pamala Henderson, Countrywide Bank, Westlake Village, Calif.
Dennis Pigg, Safeway Mortgage, Inc., Smyrna, Ga.

Track B: Advanced – Pacific E

Detecting Signs of Cognitive Impairment and Elder Abuse: How to Protect Yourself AND Your Client

Summary: Because you're dealing with an elderly clientele, it is critically important that you be able to spot the early warning signs of dementia, or whether the client is being unduly influenced by a family member, or trusted advisor.

Bette Epstein, Reed Smith, Oakland, Calif.
Irving Hellman, PhD, Clinical Psychologist, Sacramento, Calif.

Track C: Technical – Pacific F

Making Sure Your Broker Advisor Program Conforms With All Applicable Laws

Summary: More and more lenders are implementing broker advisor programs to increase business. NRMLA's general counsel will discuss how to properly implement such a program, so that you remain HUD compliant.

James Milano, Weiner Brodsky Sidman Kider, P.C., Washington, D.C.

Track D: Advanced – Pacific N

Education Committee (For Committee Members Only)

The Education Committee is responsible for developing educational programs, products and services.

Dean Jones, SCME Mortgage Bankers, Inc., San Diego, Calif.
(Co-Chair)

Shawna James, MortgageIT, Seattle, Wash.

3 p.m. to 4 p.m. – CONCURRENT WORKSHOPS

Track A: Advanced – Pacific F

Employee Arrangements That Comply With RESPA, State & Federal Laws

Summary: More and more lenders are hiring professionals from outside the mortgage industry to increase production. NRMLA's general counsel will discuss what you can and cannot do to comply with existing laws and regulations.

James Milano, Weiner Brodsky Sidman Kider, P.C., Washington, D.C.

Track B: Introductory – Pacific E

Planning and Implementing a Quality Control Plan to Remain HUD Compliant

Summary: To become FHA approved, or a Fannie Mae direct seller, you must develop a quality control plan. Our speakers will discuss the essential elements of a QC plan and what auditors look for when reviewing your files.

David Levitt, Circle Mortgage Corp. (Host), Hollywood, Fla.
Colleen Mitchell, Reverse Mortgage of America, Bellevue, Wash.
Judy Mumford, Financial Freedom, Irvine, Calif.

Track C: Introductory – Pacific D

Speaking to Seniors the Right Way

Summary: Our speakers will discuss some of the subtle techniques they use to effectively communicate with clients.

Mike Gruley, 1st Financial Mortgage Corporation (Host), Northville, Mich
Bonnie Daniel, California Reverse Mortgage Co., Sacramento, Calif.

4 p.m. – Adjourn for the Day

4 p.m. to 5 p.m. – Exhibitor Expo & Networking Social – Grand A

Saturday, September 30

7:45 a.m. to 12 noon – Registration – Grand Foyer

7:45 a.m. to 8:45 a.m. – Continental Breakfast – Grand A

7:45 a.m. to 12 noon – Exhibitor Expo – Grand Foyer

8:45 a.m. to 12 p.m. – GENERAL SESSIONS – Grand B/C

8:45 a.m. to 9:30 a.m.

What Would You Do? Lenders Discuss Different Ethical Scenarios and How They Would Handle Them

Summary: NRMLA is putting three of our members on the hot seat. NRMLA President Peter Bell will introduce different ethical scenarios and ask our panelists how they would truthfully handle them.

Brett Kirkpatrick, Mortgage Financial, Inc., Beverly, Mass.
Kevin Kaltenbach, American Senior Funding Corp., Tustin, Calif.
Kevin Murphy, Kastle Mortgage, Belmar, N.J.

9:30 a.m. 10:45 a.m.

HECM Counseling Update

Summary: NRMLA has invited representatives from HUD and the three nationwide telephone counseling networks, plus an actual counselor, to participate in a frank discussion of the HECM counseling process including what's working and what's not, and what other trends they are seeing.

Daniel Fenton, Money Management International, Silver Spring, Md.
Mike Turner, National Foundation for Credit Counseling, Silver Spring, Md.
Margaret Burns, Director, Single-Family Program Development, U.S. Department of Housing and Urban Development, Washington, D.C.
Ken Scholen and Bronwyn Belling, AARP Foundation Reverse Mortgage Education Project, Washington, D.C.
Hubert Ashcraft, CCCS of Northeastern Indiana, Fort Wayne, IN

10:45 a.m. – REFRESHMENT BREAK

11 a.m. 12 p.m.

Are Baby Boomers Prepared for Retirement?

Summary: The Center for Retirement Research made national headlines earlier in the year, when it announced that 43 percent of Americans are not saving enough for retirement. Researcher Tony Webb will discuss the research center's new Risk Retirement Index and other research findings.

Tony Webb, PhD, Center for Retirement Research, Boston College, Boston, Mass.

12 noon – Meeting Adjourned