TradeWinds
ISLAND RESORTS ON ST. PETE BEACH

60TH ANNUAL CONVENTION

MBAF
MORTGAGE BANKERS ASSOCIATION OF FLORIDA

Diamond Anniversary

June 19-20, 2013

John A. Gilliland
MBAF's First
President

Since 1952

Honoring Our History

Convention Schedule of Events

Wednesday June 19

10 AM **Registration Open**

2—4 PM **Annual Business Meeting**

MBAF President Address and Welcome by **Dan Harrison**
MBA National Update, **Debra Still, CMB,** Chairman, MBA, Washington, DC and President and CEO, Pulte Mortgage
Legislative Report, **Eric Prutsman, Esq.**
BREAK
Dan Rogers, III, Director, Atlanta Homeownership Center
Committee Reports, Chairs
Nominating Report/Election of 2013/2014 Officers
Presentation of Awards and Appreciation to our 2012/2013 Board and Committees

4:15—5:15 PM—**Ready Zone for Lenders.**
We will prepare you to be READY for every consumer and Realtor opportunity.
Kim Dickey, First American Title Insurance Company

6—7 PM ***Diamond Anniversary Reception Honoring our Past Presidents with a Champagne Toast***
You will be our guests at this special reception including a toast to our Past Presidents. You won't want to miss this!

The evening is yours to explore St. Petersburg and enjoy dinner at one of the outstanding area restaurants with fourteen available right at the hotel from pub style casual to fine dining.

Thursday June 20

7:45 AM **Registration Open**

7:45—9 AM **CMB Breakfast with featured speaker**
Lori J. Pinto, CMB, Senior Vice President Business Development, Cenlar FSB
The CMB Society of Florida invites you to enjoy this breakfast meeting if you are a CMB or interested in hearing about becoming one. This is included in your registration fee but you must check off on the form if you will be attending. All other breakfasts are listed below.

8 AM—**Incoming Local Chapter Presidents Breakfast Meeting—**The incoming Local Chapter Presidents will meet to review their state board duties and to elect someone as their representative on the MBAF Executive Committee

8 AM—**Attendee Breakfast**

9—10 AM**—Sales Alchemy—IQ + EQ = Au**
Steve Richman, Genworth
IQ - Expand your Intelligence Quotient by exploring the market, environment, government and products

EQ – Understand Your Emotional Quotient by discovering tools and techniques regarding the 5 parts of EQ - self-awareness, self-regulation, motivation, social skill, empathy

And when you combine the IQ with EQ, you get Au – the chemical symbol for GOLD.

10—11 AM**—Economic Update, John Jung,** Senior Managing Director Marketing & Integration BB&T

11:20 AM—12:20 PM**—Regulatory Issues Affecting Mortgage Banking, Andrea Lee Negroni,** Of Counsel, Buckley Sandler LLC

12:20—1:30 PM — **Luncheon**

1:30—2:30 PM**—How to Manage and Stay Compliant in Today's World**
Rebecca B. Walzak, President, RJB Walzak Consulting, Inc.

2:30—3:30 PM**—Fannie Mae and Freddie Mac Update**

3:45—5 PM**—Executive Panel**
Tom Wind, Executive VP, Residential and Consumer Lending, EverBank
Lisa Taylor, President and COO, WCS Lending
Dean Driskill, Executive VP, SunTrust
Peggy Thomas, President, Thomas Mortgage and Financial Services

6 PM—60th **Installation Reception and Banquet**
(Reception at 6 PM and Dinner Seating Begins at 6:45)

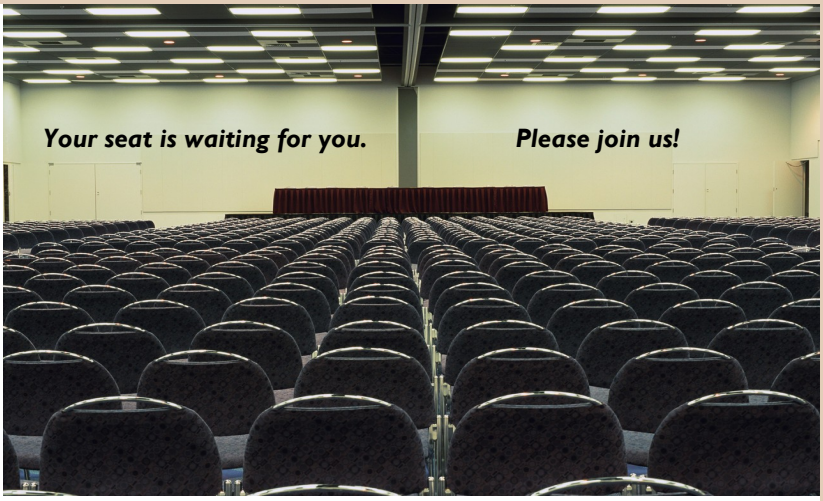
Friday June 21

8 AM—Continental Breakfast

8:30—10 AM Lender Roundtable
Please come and participate in this roundtable where you will be able to have open interactions with the Atlanta Homeownership Center (HUD) Director. The goal is to find out from you how they are doing and listen to any recommendations you may have as well as any concerns related to FHA.

10—11:45 AM **MBA of Florida 2013/2014 Board of Directors Meeting**

Registration Information



Information and Policy

Please register in advance. This enables MBAF to give accurate counts to the hotel and have all your convention materials ready before you arrive.

Please pick up your name badge and registration packet during at the MBAF registration area. Your full registration fee entitles you to attend all seminars, daytime food functions, and the evening parties. Full convention attendees will be given an official badge.

Save money! $100 off if you register before May 3rd!

Three Ways to Register: Fax, Mail, Online! We accept: Visa, MasterCard, AMEX and checks.

First Time Attendees Receive a Discount

First time convention attendees receive a $50 discount off your full convention registration fee. Just check the box on the registration form and deduct the $50.

****Please note**: If a spouse or guest is employed in the mortgage banking industry, they must pay the full registration fee.

Convention Registration Cancellations

The MBAF will accept convention registration cancellations in writing only by June 7, 2013 minus a $75 non-refundable cancellation fee. There will be no refunds for cancellations after June 7th or for no shows. Once we make our guarantee to the hotel they do not allow any reductions.

Badges

You will be given a name badge at the registration desk. This badge is proof of your registration and must be worn to all events to be admitted to all MBAF sponsored functions, or if your guest is not registered for all convention activities they must present a ticket for admittance.

Dress Code

For all seminars resort casual is appropriate. The 60th Annual Installation Banquet will be Black Tie Optional. We also ask that during seminars to remember to put your cell phones on silent.

Hotel Information

TradeWinds Island Resorts on St. Pete Beach

(Hotel Link Above)

5600 Gulf Blvd., St. Pete Beach, FL 33706

Call 800-808-9833 for Reservations

Online Reservation Link—Click Here

$169 single/double

(Other room types below, if available at the time reservation is made)

Tropical View: $185

Gulf Front Parlor $195

One Bedroom Tropical View Suites: $209

Gulf Front Suites: $229

Included in the rate:
Beach Cabana
(1 per room, based on availability),
Pool Towel Service
Self-Parking for one car per room, valet $8,
In-room safes
Sending/receiving faxes
Daily newspaper delivered to your room,
Fitness Center usage
Paddleboats, Miniature Golf
Unlimited credit card access calls in-room
Tennis court play on our har-tru courts
Wireless Internet Access in guest rooms common areas
AND Meeting Space,
Business Center
In room coffee/tea

Hotel Room Reservation Cut-off Date: May 20, 2013

(The hotel will release all unused rooms from our block and the rate could increase OR possibly no rooms available after this date, so please make your room reservation early.)

Sponsorships Available

There are several levels of sponsorships to meet your budget from $1,500 to $500.

Also, just for this year:

Special 60th Anniversary Donation

Minimum of $60—this is a personal donation over and above the normal sponsorships which will help with the costs of the special events planned during the convention. See the sponsorship form for complete information and details.

Steve Richman

National Spokesperson and Customer Sales Trainer
Genworth Mortgage Insurance

Steve is a national speaker who has energized, taught and motivated more than 80,000 professionals in every state in the US. After years of success as a litigation attorney, Steve entered the mortgage and real estate profession and has become an expert in the high LTV borrower market. He has been a loan officer, account executive and manager of a mortgage operation. Additionally, Steve has trained Real Estate professionals through state accredited continuing education classes on topics including Real Estate Negotiations, Understanding the Real Estate Contract and Making Settlement Simple.

Steve has spoken at several mortgage banker and broker association events and has presented before loan officers representing over 500 different lending institutions. As a testament to the information he provides, Steve is frequently "rebooked" to meet with members of the organization who missed out on his presentation.

With a deep interest in adult education, Steve has taught in the MBA program at the Sellinger Business School and has been a guest lecturer for the Columbia University Business School's MBA program. Additionally, Steve has served as an adjunct faculty member at an undergraduate institution. He is a Master Certified Sales Negotiation Trainer and a Certified Trainer in DiSC Behavioral Profiling.

Steve is currently employed by Genworth Mortgage Insurance as their National Spokesperson and Customer Sales Trainer.

Steve is a native of Baltimore, Maryland and a graduate of the University of Maryland and the National Law Center at George Washington University. He makes his home in Raleigh, North Carolina where he lives with his wife and son and daughter.

Dan Rogers, III

Director
Atlanta Homeownership Center

N. Daniel (Dan) Rogers, III has been Director of the Atlanta Homeownership Center (HOC) since July 2009. He is responsible for all aspects related to the Federal Housing Administration (FHA) within the jurisdiction of 10 states, including the Caribbean and 17 field offices. He began the Atlanta Homeownership Center in 1996 as Processing and Underwriting Director, and in 1998 he became Deputy Director of the Atlanta HOC.

Mr. Rogers started his career with the Department of Housing and Urban Development in 1986 and worked as an Underwriter in the Birmingham, Alabama office until 1992. He worked in the Orlando office from 1992 to 1996 and served in all aspects of single family including Chief of Mortgage Credit, Chief of Asset Management, Chief of Production and Chief of Real Estate Owned. Prior to his career with HUD, Dan worked for a leading law firm in Birmingham

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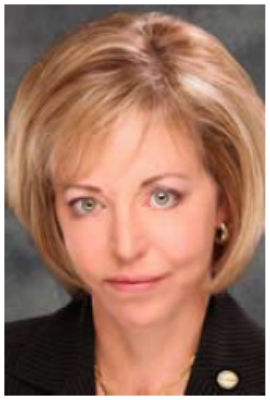

Debra W. Still, CMB

Chairman-Elect, Mortgage Bankers Association

Debra W. Still, CMB, is President and Chief Executive Officer of Pulte Mortgage, a nationwide lender that is headquartered in Englewood, Colorado. The company employs 542 individuals throughout the United States and, since 1972, has helped more than 300,000 homebuyers finance their new home purchases.

Still became Chairman-Elect of the Mortgage Bankers Association (MBA) in October 2011. Still recently served as Chair of MBA's Residential Board of Governors (RESBOG) and is a member of the association's Board of Directors. As an active MBA member for more than a decade, Still has also served on MBA's Strategic Planning Committee and was Chair of the MBA Forward Task Force, as well as a member of MBA's Loan Origination Task Force, Affordable Housing Committee and the Secondary and Capital Markets Committee.

Still has more than three decades of experience in the mortgage industry. She joined Pulte Mortgage in 1983 as Vice President / Branch Manager for the Maryland Division and, subsequently, held that position with the Dallas/Ft. Worth Division. In June 1997, she was promoted to Executive Vice President, Production, and in October of that year was appointed to the Pulte Mortgage Board of Directors and was named Corporate Secretary. In 1999, she became Chief Operating Officer and in August 2004 was appointed President and Chief Executive Officer.

Prior to joining Pulte Mortgage, Still worked in the areas of mortgage production and secondary marketing.

Still is a graduate of Ithaca College, Ithaca, N.Y., with a Bachelor of Science degree and has completed graduate work in Finance at George Washington University, Washington, D.C.

More Bios Coming!