

Calendar of Events

September 20, 2019

UAMP Expo 2019

Salt Lake Marriott Downtown at City Creek

75 South West Temple

Salt Lake City, UT 84101

The UAMP Mortgage Expo/Conference will once again be held at the beautiful Salt Lake Marriott Downtown at City Creek on Friday, September 20, 2019.

September 24, 2019

Certified Veterans Loan Specialist (CVLS) Class

Hoover Country Club

3140 Club Drive

Hoover, AL 35226

Registration - 8:30am; Class Hours - 9am to 5pm

Valerie Saunders, 202-434-8250

valsau@namb.org

Is your focus on VA loans? Would you like to separate yourself from the competition? Don't miss this opportunity to become approved for NAMB's newest certification, the Certified Veterans Loan Specialist (CVLS). Cost is only \$169 for Members and \$299 for Non-Members, including a continental breakfast and lunch.

Tuesday, September 24, 2019

Registration - 8:30am

Class Hours - 9:00am - 5:00pm

Hoover Country Club

3140 Club Drive

Hoover, AL 35226

VA loans are an amazing benefit that veterans have earned, and it's our responsibility as loan originators to help them take advantage of it. But to maximize that benefit, a veteran needs their loan officer to know all the nuances.

Lender guidelines often cover the top level information and you can do a VA deal from them. However, those guidelines miss the 'how' for many of the subtle details of VA loans, and often include limitations that can be worked around if you know how. With this extra information, you'll be able to get deals done that nobody else can, help more veterans in the process, and stand out to referral partners.

In case you're wondering, it doesn't matter if you're in a military town. In a non-military town, it's likely you'll be the only VA expert, which will make you stand out even more.

The certification training will cover all the basics and will also dig into super advanced topics like:

*proving eligibility for everyone including reservists and surviving spouses
tips for getting DU & LP approvals, and why manual underwriting isn't something to be feared*

the truth about VA appraisals and especially "Tidewater"

ways to find double the number of VA approved condos

new rules around refinances and being ready for when that market returns

weird stuff like assumptions, EEM, Rehab, non-owner occupant co-borrowers, etc.

In addition, we'll emphasize the detailed knowledge & stories that you can use to show your value to real estate agents and help grow your business with VA as your niche.

Immediately following the class, a test will be given and, upon passing, you will be presented with your certification and all the marketing materials that you need to promote yourself!

Thank you to our 2019 Sponsor, Caliber Home Loans!

October 28, 2019

NAMB Road Show - Ohio
Embassy Suites Columbus-Dublin
5100 Upper Metro Pl
Dublin, OH 43017
8:30am - 4:00pm
Valerie Saunders, 202-434-8250
valsaun@namb.org

Join NAMB for a variety of speakers that will provide attendees with information and tools to help grow and improve their businesses. Registration is free!

Monday, October 28, 2019
8:30am - 4:00pm

Embassy Suites Columbus-Dublin
5100 Upper Metro Pl
Dublin, OH 43017

Agenda

8:30am - 9:00am - Registration
9:00am - 9:05am - Welcome from NAMB President Rocke Andrews, CMC, CRMS
9:05am - 10:20am - What's the 411 on the Available Affordable Products and Tools? presented by Freddie Mac
10:30am - 11:50am - Getting Off the Loan Officer Roller Coaster featuring Carl White with Mortgage Marketing Animals

Have you wondered why some loan officers are having their best month ever, while others are seeing significant decreases? Do you find yourself having one great month, followed by a slow month, you know, the "Loan Officer Rollercoaster"?

As the current branch manager of one of the most successful mortgage branches in the nation, Carl White is going to map out for you how to have ever increasing months of high production, by eliminating the "good month followed by a slow month", and "who does what" with the most successful loan officers throughout the nation.

12:00pm - 12:50pm - NAMB President's Update with Rocke Andrews, CMC, CRMS
1:00pm - 2:20pm - Session featuring Freddie Mac focused on Technology
2:30pm - 4:00pm - The Perfect Week for a Top Producing Loan Officer featuring Carl White with Mortgage Marketing Animals

In this session, Carl White will map out "the perfect week" to closing more loans, all while having less stress, and more time off. This will be a step by step list of very specific activities for you to do each day of the week to maximize lead generation and lead conversion with specific scripts, texts, and emails samples all provided.

Speaker Carl White with Mortgage Marketing Animals

For more information, please contact Valerie Saunders, NAMB Executive Director, at 202-434-8250 or valsaun@namb.org.

October 3, 2020
- October 5, 2020

Exhibitor Registration for 2020 NAMB National
Caesars Palace
3570 S. Las Vegas Blvd.
Las Vegas, NV 89109
10/3/20 - 10/5/20
Valerie Saunders, 202-434-8250
valsaun@namb.org

Join other top mortgage professionals?at the nation's most attended mortgage-focused event!

10/3/20 - 10/5/20
Caesars Palace
Las Vegas, NV

Single 10' x 10' Booth - \$5,495 for Members; \$5,995 for Non-members
Double 10' x 20' Booth - \$9,495 for Members; \$9,995 for Non-members

Need larger than a double booth? Please contact Valerie Saunders for pricing options.

If you have any questions or concerns, please do not hesitate to contact Valerie Saunders, NAMB Executive Director, at (202) 434-8250 or valsaun@namb.org.