

## Calendar of Events

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February 6, 2019  
- February 8, 2019

**2019 NAMB Focus Exhibitor Registration**  
**Innisbrook Golf & Spa Resort**  
**36750 U.S. Hwy 19 N**  
**Palm Harbor, FL 34683**

*Exhibitor Registration for 2019 NAMB Focus*

*NAMB is excited to offer interested sponsors and exhibitors the opportunity to register for our 2019 NAMB Focus!*

*Our 2019 NAMB Focus will be held on Wednesday, February 6 - Friday, February 8, 2019 at the Innisbrook Golf & Spa Resort in Tampa, Florida. This year's show will feature a variety of educational sessions, product showcase sessions, an exhibit hall plus much more!*

*This year, we are pleased to offer NAMB member discounts and special Platinum, Gold and Silver sponsor packages that include exhibitor space at NAMB National 2019 plus space on NAMB's dedicated sponsor webpage, targeted emails to our over 500,000 email database and more! Don't miss these great opportunities!*

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

*We look forward to seeing you at our 2019 events!*

February 6, 2019  
- February 8, 2019

**2019 NAMB Focus Attendee Registration**  
**Innisbrook Golf and Spa Resort**  
**36750 US Highway 19 North**  
**Palm Harbor, FL 34684**  
Valerie J. Saunders, CRMS, 202-434-8250  
valsaun@namb.org

*Register for NAMB Focus Today!*

*Start your 2019 off on the right foot and join NAMB for NAMB Focus, February 6-8, 2019 at the Innisbrook Golf and Spa Resort, 36750 US Highway 19 North, Palm Harbor, FL 34683.*

*Innisbrook, A Salamander Golf & Spa Resort is nestled on 900 acres of rolling hills and 70 acres of lakes on the west coast of Central Florida.*

*Only 20 miles from Tampa International Airport, the Resort appeals to visitors seeking the ultimate golf resort experience in a locale that is easily accessible and is within minutes of the beaches on the Gulf of Mexico.*

*Click here to make hotel reservations...*

*This year's NAMB Focus is ALL ABOUT YOU! With focused breakout sessions geared towards helping you create a business plan, learn new marketing ideas, discover new technology and more, we want to help you make 2019 your best year ever!*

*This year's event will also feature product showcase sessions on the latest software and products to help you and your business, an exhibit hall featuring a variety of vendors looking to share information and ideas plus plenty of opportunities to network with fellow mortgage professionals!*

*Featured speakers include...*

*Carl White, Founder/ Chief Strategist of The Mortgage Marketing Animals and also the host of the #1 Podcast for loan officers in America*

*Chris Johnstone, Famous for his book on Local Google Traffic specializes in speaking and training business owners, corporations, franchises and non profits about Local, Online and Social Media Marketing*

*Ron Vaimberg, works exclusively in his private coaching program with a select number of top sales professionals from some of the nation's largest real estate franchises, mortgage bankers, and national banks*

*More speakers and strategy sessions being added all FOCUSED on YOU and making 2019 great!*

*Plus, we are excited to offer our brand new Certified Veterans Loan Specialist class!*

*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 designation, the Certified Veterans Loan Specialist (CVLS).*

*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 veterans 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 designation training will cover all the basics if you've never done a VA deal before, but it'll 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 designation and all the marketing materials that you need to promote yourself!*

*Don't miss this opportunity to set your goals, learn new sales techniques and meet the country's top mortgage professionals at NAMB Focus...register today!*

September 14, 2019  
- September 16, 2019

## **2019 NAMB National Exhibitor Registration**

*Registration for 2019 NAMB National*

*Our 2019 NAMB National Conference and Trade Show will be held on Saturday, September 14 - Monday, September 16, 2019 at Caesars Palace in Las Vegas, NV. Join us at the nation's most-attended mortgage-focused event by the country's top mortgage professionals!*

*This year, we are pleased to offer NAMB member discounts!*

*Single 10' x 10' Booth (Member) - \$5,495*

*Single 10' x 10' Booth (Non-member) - \$5,995*

*Double 10' x 20' Booth (Member) - \$9,495*

*Double 10 x 20' Booth (Non-member) - \$9,995*

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