



A D V A N C E P R O G R A M  
& REGISTRATION

November 2-6, 2007  
MGM Grand Hotel & Casino  
Las Vegas, NV

Visit [www.namb.org](http://www.namb.org) for more information.





# ex • treme

ADJECTIVE: "Attaining the greatest or highest degree" and "Extending far beyond the norm."

## WHY SHOULD YOU ATTEND NAMB/WEST — THE PREMIERE EVENT?

### A special message from J.T. Marcell, NAMB/WEST "Convention" Chair

Attend the 2007 NAMB/WEST conference in Las Vegas, Nevada in November and learn how to separate yourself and business from the rest of the competition. As the market turns and products continue to change, it is more important than ever to improve your marketing skills and stay on top of the latest information.

NAMB/WEST will offer you a unique opportunity to leave Las Vegas with an abundance of information and to ensure your future in the mortgage industry!

**Exhibits** — On Tuesday, November 6 nearly 200 companies will showcase their products and services!

**Free Education** — NAMB/WEST offers FREE educational sessions on a variety of topics including: Commercial 101, Construction to Permanent Lending, ABC's of FHA, The Nation's Fair Lending Laws, Ethics, TILA, Shedding Light on Credit Scoring, RESPA, Shut the Door on Fraud, RML, Reverse Mortgage Basics, Intro to Credit Scoring and Identity Theft.

**General & Breakout Sessions** — NAMB/WEST features the following professional speakers including:

- **Joe Calloway** — "Learn how you can become the company your customers can't live without;"
- **Fred Arnold** — "8 strategies you need to drive your business;"
- **Ron Evans** — "Transforming customer service to customer management;" and
- **Patrick McGaughey** — "Activating People in Management & Leadership."

**Networking Opportunities** — Join us on Monday, November 5 for a full morning of roundtable discussions with open dialogue and a free exchange of ideas and information. This event will bring together brokers of all levels including loan officers, processors, exhibitors, and account executives. Monday's opening night reception is a great way to engage in discussions with your colleagues and to build new relationships with other industry professionals.

This brochure includes a full list of exciting activities that you can participate in as well as expect at NAMB/WEST. In addition, the brochure includes travel and hotel information. For more information and frequent updates, please visit [www.namb.org](http://www.namb.org).

The success of the event is due to the dedication and involvement of the following 17 participating NAMB/WEST states — a special thanks goes to:

- Alaska
- Arizona
- California
- Colorado
- Hawaii
- Idaho
- Iowa
- Kansas
- Montana
- Nevada
- New Mexico
- Oklahoma
- Oregon
- South Dakota
- Texas
- Utah
- Washington

We look forward to seeing you November 2–6, 2007 at the MGM Grand in Las Vegas. Don't gamble on your future — sign up today!

# F R E E E D U C A T I O N

## NAMB/WEST EXTREME EDUCATION BREAKOUTS

Schedule current as of 8/20/07, subject to change without notice

- Instructor's name to be provided at a later date
- Contact your individual state for approved credit hours for each class
- All Education Breakouts are available complimentary to members and non-members
- You must sign up in advance and YOU MUST PAY THE FULL CONFERENCE REGISTRATION FEE
- À la carte/per credit pricing will not be available to day pass attendees
- "Seats" are assigned on a first-come/first-registered basis — the only way to guarantee a seat in a class is through course pre-registration
- Unless noted, all classes are limited to 80 seats
- Please arrive 15 minutes prior to the session start or your seat may be given to a wait listed individual
- A waiting list will be available for all "SOLD OUT" courses
- Do NOT make any airline reservations to attend the education program until you have confirmation that you are registered for the course
- CE's will not be awarded for late arrivals
- Course materials are only available to registered attendees

**FREE EDUCATION TO ALL  
FULL REGISTRANTS — MEMBERS  
AND NON-MEMBERS!**

For additional information, contact Aubrey Eyer, Education Coordinator, [ayer@namb.org](mailto:ayer@namb.org)

### Friday, November 2

Class size limited to 50 seats

8:00 AM–5:00 PM	NAMBits: Introduction (By Invitation Only)	8 CEUs	Room 108
8:00 AM–Noon	Commercial 101	4 CEUs	Room 106
1:00–5:00 PM	Construction to Permanent Lending	4 CEUs	Room 106

### Saturday, November 3

8:00 AM–5:00 PM	NAMBits: Intro <i>Continued</i> (By Invitation Only)	8 CEUs	Room 108
8:00 AM–5:00 PM	ABC's of FHA	8 CEUs	Rooms 106 & 107

### Sunday, November 4

1:30–5:30 PM	The Nation's Fair Lending Laws	4 CEUs	Rooms 106 & 107
1:30–5:30 PM	Ethics	4 CEUs	Rooms 109 & 110
1:30–5:30 PM	TILA — Truth in Lending Act	4 CEUs	Rooms 201 & 202
1:30–5:30 PM	Shedding Light on Credit Scoring	4 CEUs	Rooms 204 & 205

### Monday, November 5

Class size limited to 50 seats

2:15–6:15 PM	RESPA — Real Estate Settlement Procedures Act	4 CEUs	Room 103
2:15–6:15 PM	Shut the Door on Fraud	4 CEUs	Room 106
2:15–6:15 PM	RML — Residential Mortgage Lending I & II	4 CEUs	Room 107
2:15–4:15 PM	Reverse Mortgage Basics	ONLY 2 CEUs	Room 108

### Tuesday, November 6

8:00–10:00 AM	Introduction to Credit Scoring	2 CEUs	Rooms 201 & 202
8:00–10:00 AM	Identity Theft	2 CEUs	Rooms 204 & 205

# SCHEDULE of EVENTS

As of 8/20/07. The program is subject to change.  
 Unless noted, all events are held at the MGM Grand Hotel & Casino Conference Center.

## FRIDAY, NOVEMBER 2


### 8:00 AM–5:00 PM

Press Rooms 1 & 2

Rooms 207 & 210

### 8:00 AM–5:00 PM

EXTREME Education Breakouts

 **FREE EDUCATION** to all full registrants — members and non-members! **IMPORTANT:** Reduced class size limited to 50. Advance registration required.

- **8:00 AM–5:00 PM NAMBits: Introduction** (8 CEUs)

Room 108

By Invitation Only

- **8:00 AM–Noon Commercial 101** (4 CEUs)

Room 106

This course will help brokers develop the basic knowledge and skills in commercial lending that are required to originate, process and understand the nuances of commercial lending as compared to residential lending.

- **1:00–5:00 PM Construction to Permanent Lending** (4 CEUs)

Room 106

This course covers the basics in regard to construction to permanent lending. Information regarding the multitude of options available in the construction to perm market helps brokers make informed choices in developing a construction-lending program that best suits their company objective. This course is provided by M&T Mortgage Corporation.

### 8:00 AM–6:00 PM

NAMB Committee Meetings

Refreshments served throughout the day

Grand Ballroom Pre-function

#### • MEETINGS

Rooms 101 & 102

- 8:00–9:45 AM Annual Convention
- 10:00–11:45 AM NAMB/SOUTHEAST
- 12:30–2:00 PM NAMB/NORTH
- 2:15–4:00 PM NAMB/WEST

#### • COMMUNICATIONS

Room 103

- 9:30–10:30 AM Technology Subcommittee
- 1:30–3:30 PM Communications

#### • GOVERNMENT AFFAIRS

Room 107

- 8:30–9:30 AM FHA/VA
- 9:30–10:30 AM Affordable Housing
- Noon–1:00 PM Non-Prime
- 3:30–5:00 PM Consumer Protection

Rooms 109 & 110

- 8:00–9:00 AM State Relations
- 9:00–10:30 AM Credit Scoring
- 10:30–11:30 AM **NAMB PAC**
- 1:30–3:30 PM Government Affairs

#### • EDUCATION

Rooms 201 & 202

- 8:00–9:00 AM Curriculum & Financial Literacy
- 9:00–10:00 AM Faculty & REC
- 10:00 AM–Noon Education

#### • MEMBERSHIP

Rooms 201 & 202

- 1:00–3:00 PM Membership

#### • INDUSTRY PARTNERS

Room 203

- Noon–2:00 PM Industry Partners

#### • CERTIFICATION

Rooms 204 & 205

- 10:00 AM–Noon Certification

#### • OPERATIONS

Room 103

- Noon–1:00 PM Ethics

Rooms 204 & 205

- 1:00–3:00 PM Bylaws
- 3:30–5:30 PM Finance

Afternoon

Lunch on your own

### 1:00–6:00 PM

Registration Desk Open

Grand Ballroom Pre-function

# SATURDAY, NOVEMBER 3

## 7:00 AM–5:00 PM

Registration Desk Open

Grand Ballroom Pre-function

## 8:00 AM–5:00 PM

Press Rooms 1 & 2

Rooms 207 & 210

## 8:00 AM–5:00 PM

EXTREME Education Breakouts



FREE EDUCATION to all full registrants — members and non-members! Class size limited to 80. Advance registration required.

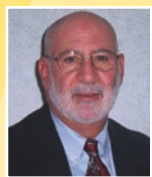
- **8:00 AM–5:00 PM NAMBits: Intro Continued** (8 CEUs)  
Room 108

By Invitation Only

- **8:00 AM–5:00 PM ABC's of FHA** (8 CEUs)  
Rooms 106 & 107

This course covers: How to properly and accurately originate an FHA loan, accurately prepare a Good Faith Estimate with allowable closing costs, MIP and calculating maximum mortgage amounts. Learn “loan underwriting” and “subject property” lending criteria, processing the FHA loan forms, automate by using technology, marketing ideas for FHA loans to maximum profits, current HUD compliance and regulatory issues and hands-on case studies and practice scenarios.

## 8:00 AM–Noon



### EXTREME Leadership Symposium

Glenn H. Tecker, President & CEO,  
Tecker Consultants

Rooms 121 & 122

State Management Training for presidents and executive directors. **An invitation only** “nuts & bolts” session moderated by Glenn H. Tecker (*Consulting Accomplishments: Redesigning the governance, operations, and cultures of national trade and professional associations to better fit today's demanding high speed, rapidly shifting environments.*)

Topics include:

- Membership Recruitment & Retention
- Legislative Advocacy: Creating a State PAC
- Pros & Cons: Self-Management or Association Management Co's
- Building Sponsorships
- Conference/Tradeshows Management
- Fundraising
- Best Practices
- Board Structure and Volunteerism
- Succession

## Noon–2:00 PM



### Leadership Symposium

Luncheon: *The Art of the Business Lunch, Building Relationships*

Robin Jay, author

Room 124

Robin Jay has discovered one of the best ways to take your business relationships to a higher level — by turning meal times into the most productive part of your day. By learning the importance of sharing meal times, and understanding the right way to break bread with your clients, you will forever transform those relationships.

## Noon–5:00 PM

NAMB Board Lunch & Meeting

Room 123

## 2:00–5:00 PM

Leadership Symposium

State Management Training *Continued*

## 5:00–6:00 PM

Leadership Symposium

Room 124

VIP Reception for Symposium participants and invited guests

# SUNDAY, NOVEMBER 4

## 7:00 AM–7:00 PM

Registration Desk Open

Grand Ballroom Pre-function

## 8:00 AM–5:00 PM

Press Rooms 1 & 2

Rooms 207 & 210

## 8:00–9:30 AM

State Executive Directors Meeting

Rooms 101 & 102

## 9:30 AM–1:00 PM

NAMB Delegate Council Meeting

Studio Ballroom located at the entrance to the Grand Garden Arena

## 1:00–3:00 PM

Delegate Council Roundtable Luncheon

Choice of one:

- **Lending Integrity State Orientation**  
Studio 1
- **Government Affairs Update**  
Studio 2
- **Certification Q & A**  
Studio 3

# SUNDAY, NOVEMBER 4

## 1:30–5:30 PM

### EXTREME Education Breakouts



**FREE EDUCATION** to all full registrants — members and non-members! Class size limited to 80. Advance registration required.

- **1:30–5:30 PM**     **The Nation's Fair Lending Laws**  
(4 CEUs)

Rooms 106 & 107

This course discusses the federal laws related to fair lending — Equal Credit Opportunity Act (ECOA), Fair Housing Act (FHA), Home Mortgage Disclosure Act (HMDA), and Interagency Policy Statement on Fair Lending. Instructional content includes: ECOA definitions and application rules, Residential Loan Application (1003).

- **1:30–5:30 PM**     **Ethics** (4 CEUs)

Rooms 109 & 110

Enron, Tyco, Adelphia. Today's headlines are filled with companies forced into bankruptcy, corporate officers going to jail, shareholder lawsuits, ruined investor confidence and lost sales and customers. In this environment, how can you arm yourself with the skills and knowledge to positively impact both your corporation's reputation and its bottom line? Ethics in Mortgage Lending will help you to respond to the broad range of challenges you face daily. In this course, you will obtain the knowledge you need to make sound legal and ethical decisions.

- **1:30–5:30 PM**     **TILA — Truth in Lending Act**  
(4 CEUs)

Rooms 201 & 202

Truth in Lending has basic information about Laws and Regulations in general and about Truth in Lending and Regulation Z in particular. It also defines key terms including "creditor" and "finance charge". Finally, it covers what needs to be disclosed and what exemptions and exclusions apply.

- **1:30–5:30 PM**     **Shedding Light on Credit Scoring**  
(4 CEUs)

Rooms 204 & 205

This course provides you with a basic understanding of credit scores and gives a set of risk factors used in determining the score. It includes a discussion of FICO bureau scores and MDS bankruptcy scores, evaluating a score to industry guidelines, and compensating factors.

## 2:00–6:00 PM

### Exhibitor Setup

Grand Ballroom

## 3:00–5:00 PM

### Double Platinum & Platinum Industry Partner Workshops

Studios TBD located in the Grand Garden Arena

- **SESSION 1: Consider Every Borrower an Opportunity with Today's Loan Prospector**

Sponsored by Freddie Mac

**Helene Albanese**, Loan Prospector Trainer

Learn how Loan Prospector®, combined with Freddie Mac's Home Possible® Mortgages, can help you every step of the way in the origination process to create more opportunities for your borrowers and the communities you serve. Speaker: Helene Albanese, a National Trainer for Freddie Mac. She is responsible for training in all aspects of Loan Prospector, with emphasis on functionality, underwriting policy and quality control. Helene has extensive background in the mortgage business. She began her career at Freddie Mac as a Sr. Quality Control Underwriter and has been a trainer for the last six years with her primary focus on Loan Prospector.

- **SESSION 2: Breaking Into Small-Balance Commercial Real Estate Financing**

Sponsored by Wells Fargo Home Mortgage

This session is geared toward residential brokers looking to expand their business to include commercial products. Topics will include how to identify and pre-qualify your prospects, understanding the property valuation process, how to keep your deals on track, as well as sales and marketing ideas to get you started.

## 5:00–6:00 PM

### Lending Integrity Press Conference & Pre-Reception

Room 210

By Invitation Only

## 6:00–7:30 PM

### EXTREME Opening Reception & Lending Integrity Official Kick-off

Studio Ballroom located at the entrance to the Grand Garden Arena



Leading Integrity Kick-Off Event Sponsor

**"NAMB/WEST has a 'blue ribbon' education program, national renowned speakers and business building sessions throughout the conference!"**

Joe Camarena, The Mortgage Source,  
Portland, OR

# MONDAY, NOVEMBER 5

## 7:00 AM–5:00 PM

Registration Desk Open  
Grand Ballroom Pre-function

## 8:00 AM–5:00 PM

Exhibitor Setup  
Grand Ballroom

## 8:00 AM–5:00 PM

Press Rooms 1 & 2  
Rooms 207 & 210

## 9:00–10:30 AM

EXTREME Roundtable Breakfast  
Studio Ballroom

This 90-minute interactive learning experience provides an opportunity to initiate stimulating discussion with your peers, challenge your thinking, get answers to your tough business questions and hear by experience how to avoid mistakes, share your talents, and shape new ideas. Groups may include Owner/Broker with under 10 employees, Owner/Broker with over 10 employees, Loan Officer/Processor, and Exhibitors & Account Execs.

## 10:30–11:30 AM

Roundtable Discussions continue with moderators

## 11:30 AM–Noon

Break and Room Refresh

## Noon–12:45 PM

Lunch Served  
Studio Ballroom

## 12:45–1:00 PM

Opening & Welcome Announcements

## 1:00–2:00 PM



EXTREME Luncheon Speaker

**Joe Calloway**

**Indispensable: How to Become The Company That Your Customers Can't Live Without**

Studio Ballroom

Learn how to become the default choice. When a customer needs what you sell, she chooses you automatically, almost without thought. You become a habit. Be a customer magnet, pulling business past your competition and right into your door.

## 1:00–2:30 PM

Lending Integrity Industry Partner/Exhibitor  
Orientation Buffet Luncheon  
Rooms 109 & 110

## 2:15–6:15 PM

EXTREME Sessions include:



**The 8 Strategies YOU Need to Drive Your Business in '08**

**Fred Arnold**, Vice President, American Family Funding & Vice President of the California Association of Mortgage Brokers (CAMB)

Rooms 201 & 202

Get more money making, client building strategies from this presentation than any other you have ever attended.



**Transforming: "Customer Service" to Customer Management**

**Ron Evans**, RJ Evans and Associates

Rooms 204 & 205

Learn the four tools needed to achieve world class success in retention, renewals and internal growth.

### Also EXTREME Education Breakouts



**FREE EDUCATION** to all full registrants — members and non-members! **IMPORTANT:** Reduced class size limited to 50. Advance registration required.

- **2:15–6:15 PM**      **RESPA — Real Estate Settlement Procedures Act** (4 CEUs)

Room 103

This course provides study on RESPA, its Regulation "X," and related policy statements. Topics covered will include: The Good Faith Estimate and the Uniform Settlement Statement; The importance of the HUD booklet "When Your Home is On The Line;" and Describing an "Affiliated Business Arrangement" (formerly "CBA").

- **2:15–6:15 PM**      **Shut the Door on Fraud** (4 CEUs)

Room 106

"Shut the Door on Fraud" was developed to assist lenders in understanding the common inconsistencies found in fraudulent loans. The seminar identifies typical contributing factors and types of fraud while defining fraud-for-profit schemes. These issues are related to the Loan Application (1003), tax returns, as well as Full and Timesaver Documentation. Finally, the text includes a variety of investigative resources to help lenders combat fraud. This seminar will help you decrease your default rate by raising your associates' awareness of fraud.

(more EXTREME Education Breakouts on next page)

## MONDAY, NOVEMBER 5

- **2:15–6:15 PM** **RML — Residential Mortgage Lending I & II** (4 CEUs)

Room 107

RML, Residential Mortgage Lending, is a comprehensive series of short courses that covers the core knowledge and business skills of the mortgage professional. RML I is the first course in this series. The topics covered will include: an overview of the mortgage industry; types of mortgage loans; and mortgage origination and regulations. RML II is the second in the core series: Residential Mortgage Lending. The topics covered will include: pre-qualifying the borrower; taking the residential loan application (1003); and underwriting standards.

- **2:15–4:15 PM** **Reverse Mortgage Basics** (ONLY 2 CEUs)

Room 108

Reverse mortgage program for people 62 and older. This course will show you how to offer alternative financial solutions to your established customers that enables them to receive payouts from the built up equity in their home.

- **2:15–6:15 PM**  
**Media Training, Session 1**

Rooms 101 & 102

*Advance registration and nominal fee required.*

Spend a half-day learning how to effectively talk to the media. Get on-camera experience, practice controlling the interview, learn the do's and don'ts the experts follow. Participants will receive a book covering the highlights of the session, and a copy of their taped interviews. **Take advantage of this \$1500 value for only \$199.** If you talk to the press, don't miss it!

- **6:30–8:00 PM**  
**NAMB PAC Reception & Comedy Hour**

Studio Ballroom

A NAMB Members Only Event

**NAMB PAC** — the only Political Action Committee representing Mortgage Brokers' interests on Capitol Hill. **Protecting Your Business — Building a Pro-Broker Congress — Providing a Voice for the Mortgage Broker Industry**

**NAMB/WEST — it's close,  
a lot of fun, and highly informative  
— Definitely not to be missed!**

Adam L. Stein, American Brokerage, LLC,  
Auburn, WA

## TUESDAY, NOVEMBER 6

**7:00 AM–4:00 PM**  
**Registration Desk Open**  
*Grand Ballroom Pre-function*

**8:00–9:30 AM**



**EXTREME General Session, Activating People in Management & Leadership**  
**Patrick McGaughey**

*Studio Ballroom*

An interactive seminar designed for executives who want to define seminar for executives, managers and supervisors. Highlights include: communicate to be understood; delegate with confidence; and selling the vision and mission to customers. Plus many more insightful skills and strategies to enhance performance.

**8:00 AM–10:00 AM**  
**EXTREME Education Breakouts**



**FREE EDUCATION** to all full registrants — members and non-members! Class size limited to 80. Advance registration required.

- **8:00 AM–10:00 AM** **Introduction to Credit Scoring** (2 CEUs)

Rooms 201 & 202

This course will provide you with an introduction to credit scores and how they are used in the mortgage origination process.

- **8:00 AM–10:00 AM** **Identity Theft** (2 CEUs)

Rooms 204 & 205

This new course will discuss examples of identity theft, how to identify risks for identity theft, and how to prevent identity theft during the process of mortgage origination.

**8:00 AM–Noon**  
**Media Training, Session 2**

Rooms 101 & 102

*Advance registration and nominal fee required. See Monday for additional information.*

**8:00 AM–5:00 PM**  
**Press Rooms 1 & 2**

Rooms 207 & 210

**10:00 AM–5:00 PM**  
**EXTREME Exhibits**

*Grand Ballroom*

The Exhibit Hall will feature more than 200 companies presenting the latest products, opportunities, programs, and professional services available to today's mortgage professionals. *Be sure to visit the NAMB/WEST booth conveniently located adjacent to the registration desk.*

# EXHIBITORS

Show doors open at 10:00 AM on Tuesday. Be the first to enter the exhibit hall filled with tons of exhibitors at NAMB's first-ever regional event — NAMB/WEST.

For the most up-to-date list of exhibitors, visit [www.namb.org](http://www.namb.org).

## EXHIBIT HALL HOURS:

Tuesday, November 6, 2007

10:00 AM–5:00 PM

## CURRENT LIST OF 2007 EXHIBITORS *As of 8/20/07*

Agire Mortgage . . . . .	201	First National Bank of Arizona . . . . .	911	New World Mortgage, Inc. . . . .	1006
Allied Mortgage & Financial Corp. . . . .	731	Flagstar Bank/Doc Velocity . . . . .	108	October Research Corporation. . . . .	213
American Home Bank, N.A. . . . .	832	Flagstar Bank, FSB . . . . .	107	Omnis Student Loans . . . . .	921
AmeriDream, Inc. . . . .	1009	Franklin American Mortgage Company	109	Option One Mortgage . . . . .	315
Argent Mortgage Company . . . . .	621	Freddie Mac . . . . .	608	Oser Communications Group . . . . .	533
Aurora Loan Services . . . . .	221	The Freedman Report . . . . .	901	Oxley & Goldburn Insurance, Inc. . . . .	1002
Access Americas . . . . .	330	GB Home Equity. . . . .	210	PayMyMortgageOff.com . . . . .	133
B.F. Saul Wholesale Lending . . . . .	907	GDS. . . . .	411	PMI Mortgage Insurance Co. . . . .	300
Banco Popular . . . . .	627	GenusHR, Inc. . . . .	634	Popular Warehouse Lending. . . . .	631
Bank of America . . . . .	310	Geoff & Drew's . . . . .	329	Quality Home Loans. . . . .	527
BayRock Mortgage Corporation . . . . .	426	GFS Wholesale . . . . .	1016	Rehab Funding. . . . .	335
Bear Stearns Residential Mortgage. . . . .	715	GN Mortgage, LLC . . . . .	208	ResMAE Mortgage Corporation . . . . .	900
Bismark Mortgage Company . . . . .	700	Gregory Funding, LLC. . . . .	312	Reunion Mortgage Inc. . . . .	535
CalNational Bank . . . . .	116	The Helvetica Group . . . . .	121	Roebuck Auctions. . . . .	637
Calyx Software . . . . .	917	Hawkins Capital Partners . . . . .	1024	SARMA Credit & Mortgage Services . . . . .	833
Carteret Mortgage Corporation. . . . .	801	Homecomings Financial . . . . .	714	Saxon Mortgage, Inc. . . . .	215
Castle Point Mortgage . . . . .	632	Horizon Bank . . . . .	910	SBMC Mortgage . . . . .	232
Chase . . . . .	601	i3 Solutions, Inc. . . . .	229	Scotsman Guide . . . . .	200
Chevy Chase Bank . . . . .	734	Impac Commercial Capital Corporation	1020	SeaBreeze Financial. . . . .	510
CIT . . . . .	110	Impac Lending Group . . . . .	111	SecurityNational Mortgage Co. . . . .	220
Citi Home Equity . . . . .	301	Imperial Lending . . . . .	1010	Silver Hill Financial, LLC . . . . .	702
CitiMortgage, Inc. . . . .	301	Indymac Bank . . . . .	814	Sonoran Title Services . . . . .	228
Closeline Settlements. . . . .	815	InterBay Funding, LLC. . . . .	309	SourceMedia . . . . .	314
Colorado Federal Savings Bank . . . . .	531	Irwin Home Equity . . . . .	728	Southwest Securities, FSB. . . . .	211
Commercial Capital, Inc. . . . .	1007	JMAC Lending . . . . .	727	Spectrum Funding Corp. . . . .	732
CommerStar . . . . .	914	Kennedy Funding, Inc. . . . .	805	Strongtower Financial. . . . .	106
Countrywide, America's Wholesale Lender. . . . .	501	Kroll Factual Data. . . . .	633	SunTrust Bank Equity Wholesale . . . . .	526
Credit Plus Inc. . . . .	427	KSI Capital, Inc. . . . .	216	Taylor, Bean & Whitaker Mortgage Corp.	420
Credit Report Advocates (CPA). . . . .	333	Liberty Reverse Mortgage . . . . .	826	TBS Couriers . . . . .	1001
Credit Suisse. . . . .	835	LIME Financial . . . . .	903	Teldon Marketing . . . . .	913
Credit Technologies, Inc. . . . .	326	The Loan Depot, LLC. . . . .	118	Texas Capital Bank Warehouse Lending.	817
Decision One Mortgage, Member HSBC Group. . . . .	509	Loan Link Financial Services . . . . .	123	Therizo Capital . . . . .	923
Delta Funding Corp. . . . .	430	Loyalty Express . . . . .	721	Title Source, Inc. . . . .	433
Diamond Bay Investments . . . . .	1012	LUXMAC Covino & Company. . . . .	906	TLP Funding . . . . .	214
Dominion Healthcare Financial Corporation . . . . .	828	Lydian Mortgage . . . . .	321	Tribeca Lending Corporation . . . . .	829
Downey Savings . . . . .	726	Macquarie Mortgages USA Inc. . . . .	100	The Turning Point, Inc. . . . .	821
Draper and Kramer Mort. dba DK Funding. . . . .	124	Market Connections Inc. . . . .	231	United First Financial . . . . .	1019
Ellie Mae . . . . .	603	Mercantile Commercial Capital, LLC.	915	U.S. Bank Consumer Finance . . . . .	730
eMagic, an MGIC Company . . . . .	626	MGIC. . . . .	628	Value Home Loan . . . . .	630
eMortgedge. . . . .	1000	MiStar Financial, LLC. . . . .	825	VanDyk Mortgage Corporation . . . . .	127
EquiFirst . . . . .	205	Mortgage Insurance Agency . . . . .	206	Vanguard National Mortgage & Title, Inc. . . . .	415
Etrafficers, Inc. . . . .	328	Mortgage Originator Magazine. . . . .	428	Velocity Commercial Capital . . . . .	204
Fairview Commercial Lending . . . . .	803	The Mortgage Press, Ltd. . . . .	811	Vertice. . . . .	708
Fannie Mae . . . . .	408	MortgageIT, a Subsidiary of Deutsche Bank . . . . .	707	WaMu & Long Beach Mortgage . . . . .	515
First California Bank . . . . .	327	Myers Internet, An MGIC Company. . . . .	622	WarehouseOne - Sterling Eagle . . . . .	532
First Collateral Services . . . . .	301	National City Home Equity . . . . .	615	Webster Bank . . . . .	904
First Federal Bank of California . . . . .	331	National City Mortgage . . . . .	620	Wells Fargo Home Mortgage . . . . .	401
First Magnus . . . . .	701	National City Warehouse Resources . . . . .	614	WMC Mortgage Corp. . . . .	521
1st Mariner Mortgage. . . . .	823	National I Source. . . . .	905	Workway. . . . .	120
1st Metropolitan Mortgage/TMAC. . . . .	609	NattyMac, LLC . . . . .	924	Yale Mortgage . . . . .	925
		New World Commercial Lender . . . . .	920	ZENTA . . . . .	916

# S P O N S O R S

As of 8/20/07

## **Chase**

Printed Nametag Lanyards

## **Citi**

Convention Coffee Café

## **Decision One Mortgage, Member HSBC Group**

At-A-Glance Schedule Boards

## **EquiFirst**

Cyber Café

## **Ist Metropolitan Mortgage**

Plasma TV

## **Indymac Bank**

Conference Tote Bags

## **Kennedy Funding, Inc.**

WHERE Las Vegas — Cover

## **Macquarie Mortgages USA Inc.**

Event Pens

## **McGlinchey Stafford and Youngblood & Bendalin, LLP**

WHERE Las Vegas — Inside Front Cover

## **MortgageIT, a subsidiary of Deutsche Bank**

Hotel Key Cards

## **National City Mortgage**

Key Chains

## **Scotsman Publishing Company**

Exhibitor Snack Box

## **Taylor, Bean & Whitaker Mortgage Corp.**

Caricaturist

## **Wells Fargo Home Mortgage**

Leading Integrity Kick-Off, Sunday Evening

## **NAMB INDUSTRY PARTNERS**

Thank you for your support of NAMB  
and NAMB/WEST!

### **Double Platinum**

Countrywide, America's Wholesale  
Lender

First Magnus Financial Corporation  
Wells Fargo Home Mortgage

### **Platinum**

DecisionOne, Member HSBC Group

Fannie Mae

Freddie Mac

InterBay Funding

Silver Hill Financial

Washington Mutual

### **Gold**

Ist Metropolitan

Carteret

Chase

Genworth Mortgage Insurance

### **Silver**

CitiMortgage

Ellie Mae

Indymac Bank

National City Home Equity

PMI Mortgage Insurance

Popular Financial Services

### **Bronze**

Bank of America

First American Real Estate Solutions

National City Warehouse Resources

Option One Mortgage Corporation

Saxon Mortgage

SunTrust Mortgage Inc.

Veracity Credit Consultants

Vertice

# T R A V E L I N F O

## MCCARRAN INTERNATIONAL AIRPORT

(Airport Code: LAS)

McCarran consists of 96 aircraft gates at two separate terminal buildings. There are more than 50 retail shops and nearly 30 restaurants, lounges, and snack bars at the airport. Flight status and contact information for individual air carriers can be found on the McCarran Airport's website. [www.mccarran.com](http://www.mccarran.com). The airport is just a short drive to the MGM Grand.

### Taxis

Taxi service is provided by independent companies. Taxis can be found outside the baggage claim area. The approximate cost for one-way transportation is \$10, for up to 5 people. Depending on your time of arrival, taxi wait time is typically between 10–30 minutes.

## DISCOUNTS FOR AIRFARE AND RENTAL CARS

### United Airlines

Purchase your ticket online at [www.united.com](http://www.united.com) and receive 10% discount off the lowest applicable fares. Enter your origin, and destination and travel dates. Just above the “search” button click on “more search options” and enter the promotion code 563MF (the code 563MF is case sensitive), then click on “search” for a display of available flights. Discount flights are shown with a colored star.

This special offer applies to flights to/from the U.S. only. There are no fees for booking online.

### American Airlines

Discount tickets: (800) 433-1790. A \$10 service fee will apply for all phone orders (online discounts are not available at this time.) Discount fares are valid for round-trip on American, American Eagle and American Connection from anywhere in the U.S. and Canada. Request Authorization Code: A0937SS.

### Continental Airlines

Discount tickets at [www.continental.com](http://www.continental.com) (avoid a \$10 service fee and save an additional 3%). Enter the following code ZB3GD76EXV in the offer code box or call MeetingWorks: (800) 468-7022.

### Avis Rental Car

Special group rate for attendees traveling to the NAMB/WEST Conference: (888) 754-8878. Mention the Avis Worldwide Discount (AWD) number T268592 for the best possible car rental rates available.

### Hertz

Discount rate for attendees traveling to the NAMB/WEST Conference: (800) 654-2240. Mention the Hertz CV#022Q3613. Rates as low as \$27 daily, \$21 weekend, and \$134 weekly.

## GETTING AROUND LAS VEGAS

### Las Vegas Monorail

It's a four-mile track that starts at the MGM Grand Hotel-Casino and ends at the Sahara Hotel-Casino with five stops including those two, in between. For additional information, go to [www.lvmonorail.com](http://www.lvmonorail.com).

### Deuce Bus

A double-decker public bus that rolls up and down The Strip. For additional information, go to [www.thedeucelasvegas.com](http://www.thedeucelasvegas.com).

### Limo Service

Limo service for MGM Grand is provided by CLS Limousine Service. Please contact CLS directly at (702) 740-4545 for additional details and prices.

## HOTEL DIRECTIONS

Call (877) 727-0007 for additional inquiries.

Taxis, limos and rental cars are available direct from the MGM Grand.

### From McCarran International Airport

- Head east from Wayne Newton Boulevard, go 0.5 mi
- Bear right at Swenson Street and head toward airport exit, go 0.9 mi
- Turn left at E. Tropicana Avenue, go 1.2 mi
- Turn right into MGM Grand off E. Tropicana Avenue

### From Interstate 15

- Exit I-15 and head east onto E. Tropicana Avenue
- Cross Las Vegas Boulevard
- Turn left into MGM Grand off East Tropicana Avenue



# H O T E L I N F O

## MGM GRAND LAS VEGAS

3799 Las Vegas Boulevard South, Las Vegas, NV 89109  
(702) 891-1111  
[www.mgmgrand.com/accommodations/grand-tower-rooms.aspx](http://www.mgmgrand.com/accommodations/grand-tower-rooms.aspx)

### Amenities

- All rooms include: hair dryers, irons and ironing boards.
- Coffee makers are not included; however, you may arrange for fresh coffee to be delivered to your room at a specified time by calling room service the night before.
- High-speed Internet access: \$12.99 per laptop per room for 24 hours.
- State-of-the-art gym: cardiovascular and weight equipment, steam room, sauna, whirlpools, and showers. It is yours to enjoy with a T-shirt, shorts, robe, sandals, soft oversized towels, toiletries, fruits and juices, as well as lockers, safety deposit boxes, and a TV lounge. Workout facility fees are \$25 for hotel guests, per day.
- The spa offers fitness, stress relief, skin care, facials, massages, manicures, and spa packages. For information, please call (702) 891-3077 or fax (702) 891-3549.
- Business center: Monday to Friday: 6:00 AM–9:00 PM and Saturday to Sunday: 7:00 AM–7:00 PM. Faxing; phone cards; photocopies; rentals (cellular phones, computers, copiers, fax machines, printers, workstations); notary; shipping & receiving via Federal Express, USPS, and UPS; retail (boxes, notepads, pens, scissors, tape, etc.); and Internet. Pick-up and delivery at any MGM location — guest must be present. Handling fees are assessed for each incoming and outgoing package and are based on weight of the package.

### Parking

- Free self-parking in the main parking garage
- Valet parking
- Limited parking available for RV and oversized vehicles. The lot is located on the north side of the Guest Parking Garage. Please be advised, this is not an RV Park. No overnight stays in vehicles are allowed. The nearest RV park is located at The Circus Circus Hotel: (702) 794-3757.

### Check-In/-Out

**Check-in: after 3:00 PM.** You may process your check-in anytime after your arrival. Store your luggage at no charge with the bell desk. **Check-out: 11 AM.** We are not able to determine the availability and rate of a late checkout prior to the day of departure. If a late checkout is available, we may be able to extend your check-out time until noon for no additional fee. You may also pay for a half-day rate and receive a later check-out of 6:00 PM.

MGM Grand offers room registration at McCarran Airport! The Airport Registration Desk is located in the south baggage claim area, near the bottom of the escalators descending from the C and D gates, next to carousel #1 and 2. Shuttle service is available from 9:00 AM–11:00 PM and baggage service is available 9:00 AM–5:00 PM (one-way portage luggage is delivered to your room). The rates are:

- \$14.00 one-way portage and round-trip transportation (per person)
- \$9.75 one-way portage and one-way transportation (per person)
- \$9.75 round-trip transportation Only (per person)
- \$5.00 one-way transportation (per person)

### Sleeping Room Policies

Hotel policy allows a maximum of 4 guests over the age of 12, and 1 guest 12 or younger per room. If there are more than 2 people, regardless of age, there will be an additional charge of \$30.00 per additional guest per night.

### Pets

Pets are not allowed on the property, with the exception of assistance animals. If you should require information on boarding kennels, please call MGM Grand Reservations at (888) 646-1203 or (702) 891-7777.

### Special Accommodations

MGM offers room accommodations for the physically challenged with amenities ranging from roll-in showers to bathroom handrails. Please contact MGM Grand Reservations at (888) 646-1203 or (702) 891-7777.

The MGM offers both wheelchairs and motorized scooters for MGM Grand guests, depending upon availability at check-in. There is no charge for wheelchairs; however, a credit card must be provided as a deposit. Wheelchairs can be used off property. Scooters may be rented at the following rates: \$40/day, \$70/2 days, \$105/3–4 days

### Contacting Guests

To contact a guest, please call the hotel operator at (702) 891-1111, e-mail [mgmguest@lv.mgmgrand.com](mailto:mgmguest@lv.mgmgrand.com) (messages will be assessed a \$3.00 fee payable by guest) or fax (702) 891-3036 (messages will be assessed a \$1.00 per page fee payable by guest). Guest will be notified via room messages.

**ATTENDEE HOUSING FORM**

**MGM GRAND LAS VEGAS  
3799 LAS VEGAS BOULEVARD SOUTH  
LAS VEGAS, NV 89109**



**Live large.** At 446 square feet, these deluxe rooms at MGM Grand are more spacious than the average room in Vegas. The amenities also speak to a grander lifestyle, offering our discerning guests the ultimate in elegance and comfort. Decorated in a classic motif, all Grand Tower Rooms boast custom black and white marble bathrooms, thick cotton towels, roomy closets, safes, and wireless high-speed Internet access.

**RUN OF HOUSE SPECIAL RATE: \$179 PLUS TAX AS APPROPRIATE AT TIME OF RESERVATION.**

You must mention that you are affiliated with the National Association of Mortgage Brokers NAMB/WEST conference when making your reservation to receive this special rate.

**GUEST INFORMATION**

Submit only one room request per form. Should additional forms be needed, please make copies.

Arrival Date \_\_\_\_\_ Departure Date \_\_\_\_\_

I. First Name \_\_\_\_\_ Last Name \_\_\_\_\_

**LIST ALL ROOM OCCUPANTS (UP TO THREE ADDITIONAL — 4 PERSONS TOTAL)**

2. \_\_\_\_\_

3. \_\_\_\_\_

4. \_\_\_\_\_

Email Address \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Postal Code/Country (if applicable) \_\_\_\_\_

**ROOM TYPE REQUESTED:**  One Bed  Two Beds

**DISABILITIES AND SPECIAL REQUESTS:**  Audio  Visual  Mobility  Non-Smoking Request

Other special requests (please specify) \_\_\_\_\_

**DEPOSIT PAYMENT INFORMATION**

Card Number \_\_\_\_\_ Exp. Date \_\_\_\_\_

Name of Cardholder \_\_\_\_\_

Cardholder's Signature \_\_\_\_\_

(A signature is required for all fax requests.)

**ADDITIONAL INFORMATION**

Must be booked by October 1, 2007. Reservations received AFTER the cut-off date will be accepted at a space and rate availability basis only. Rooms at the group rate are subject to space availability. A credit card is required for the first night's room and tax and will be charged at the time of booking. The credit card used must have a valid expiration date beyond the date of the NAMB meeting (November 2007). For requests of ten (10) or more rooms please contact MGM Grand Group Reservations directly at (800) 929-9411. Reservations may be cancelled up to 48 hours prior to arrival for full refund of the deposit. Rates cannot be changed at check-in or check-out.

**Make Your Reservation  
Online By Going To:  
<https://reservations.mgmmirage.com/bookingengine.aspx?pid=001&host=group&code=nmr003>**

**By Calling: (877) 313-5757  
or (702) 891-7468**

**By Faxing: (702) 891-3136**

# R E G I S T R A T I O N

## THERE ARE THREE WAYS TO REGISTER:



### ONLINE

Register online and save! It is quick, easy and secure. Not only do you save the hassle of filling out the registration form by hand, you will also receive instant confirmation via email. Register online now at [www.namb.org](http://www.namb.org)



### FAX

Fax complete registration forms to NAMB/WEST at (301) 694-5124  
*(Credit card payments only.)*



### MAIL

Mail completed registration forms to NAMB (NAM072), P.O. Box 4088, Frederick, MD 21705-4088  
*(Check and credit card payments.)*

**Register Now and Win!**  
One lucky NAMB/WEST registrant will win a weekly prize offered by one of the NAMB/WEST state affiliates. To be entered into this 17 week contest, you must be a fully paid registrant by 5:00 p.m. EST on October 26, 2007. On this date, a special Grand Prize drawing of all the 17 weekly winners will be held and the winner will receive a Las Vegas themed package including 5-diamond dining, premium show tickets and suite upgrades at the MGM Grand. Register today to win! Remember the sooner you register the greater your chance of winning!

**NAMB WEST**

## REGISTRATION TYPES

### Full Registration

- NAMB Members and Non-Members

A Full Registration includes admission to the General Sessions, Breakout Sessions, Exhibit Hall and the Opening Reception. It also includes Educational Breakouts.

### Spouse/Guest Registrations

A Spouse/Guest Registration includes admission to the General Sessions, Breakout Sessions, Exhibit Hall and the Opening Reception. It does not include Educational Breakouts.

### One-Day Only Registration (Includes Show Floor Only Pass)

The One-Day Only Registration includes admission to the General Sessions, Breakout Sessions, and Exhibit Hall (Tuesday ONLY). It does not include access to the Opening Reception. You must indicate on the form the appropriate day – Sunday, Monday, or Tuesday.

## SPECIAL EVENTS

One Opening Reception ticket is provided for all Full and Spouse/Guest Registrations. Additional tickets can be purchased for \$59.

## EDUCATION

Educational Breakouts are available to Full Registrants only.

## EXHIBITOR REGISTRATION

Exhibitors must use the Exhibitor Group Registration Form included in the Exhibitor Service Manual or register online at [www.namb.org](http://www.namb.org). For additional exhibitor information or questions, please contact Jason Hawthorne Petty at [jpetty@namb.org](mailto:jpetty@namb.org).

## CANCELLATION POLICY

Notice of cancellations must be made in writing and mailed or faxed to Experient: NAMB/WEST, P.O. Box 4088, Frederick, MD, 21705-4088; fax (301) 694-5124. NAMB will refund 50% of the registration fee for cancellations made prior to October 19. No refunds after October 19. Refunds will not be made to no-shows. Refunds will not be issued until 30 days after the convention. OPENING RECEPTION IS NON-REFUNDABLE. In addition, NAMB shall not be liable for any interest on the amount refunded.



## ATTENDEE REGISTRATION FORM

### YOUR REGISTRATION INFORMATION

First Name \_\_\_\_\_ Nickname (for badge) \_\_\_\_\_  
 Last Name \_\_\_\_\_  
 Designation  CMC  CRMS  GMA Title \_\_\_\_\_  
 Company \_\_\_\_\_  
 Address \_\_\_\_\_  
 City/State/Zip \_\_\_\_\_  
 Phone \_\_\_\_\_ Fax \_\_\_\_\_  
 Email \_\_\_\_\_

I am a:  (A) Broker/Owner  (B) Lender  (C) Affiliate  (D) Loan Officer  (E) Other \_\_\_\_\_

Is this your first NAMB event?  Yes  No Are you a NAMB member?  Yes  No NAMB Membership ID Number \_\_\_\_\_  
 You will be charged the non-member fee if your NAMB Membership ID Number is not entered above, your membership has expired or the number was entered incorrectly. If you don't know your ID number, look on the address label of the National Broker magazine, email membership@namb.org or call NAMB at 703-342-5900.

### SPOUSE/GUEST REGISTRATION INFORMATION (additional fee applies)

First Name \_\_\_\_\_ Nickname (for badge) \_\_\_\_\_ Last Name \_\_\_\_\_  
 Email (for confirmation only) \_\_\_\_\_

**FULL REGISTRATION** Includes admission to the General Sessions, Breakout Sessions, Exhibit Hall, Education and the Opening Reception.

**ONE DAY RATE** Includes admission to the General Sessions, Breakout Sessions, and Exhibit Hall (Tuesday ONLY). Does not include access to the Opening Reception.

**INDIVIDUAL EVENT AND TICKETS** One ticket Included in Full Registration.

Rates	Early		
	(Before Sept 21)	Advance (Before Oct 27)	On-site
NAMB Member (M)	<input type="checkbox"/> \$395	<input type="checkbox"/> \$495	<input type="checkbox"/> \$595
Non-Member (N)	<input type="checkbox"/> \$595	<input type="checkbox"/> \$695	<input type="checkbox"/> \$795
Spouse/Guest (SG)	<input type="checkbox"/> \$195	<input type="checkbox"/> \$245	<input type="checkbox"/> \$295

Rates	Early		
	(Before Sept 21)	Advance (Before Oct 27)	On-site
NAMB Members and Non-Members (ODR)	<input type="checkbox"/> \$99	<input type="checkbox"/> \$149	<input type="checkbox"/> \$199

Rates	Early		
	(Before Sept 21)	Advance (Before Oct 27)	On-site
Opening Reception (OR)	<input type="checkbox"/> \$59	<input type="checkbox"/> \$59	<input type="checkbox"/> \$59

Must Check Applicable Day:  
 Sunday  Monday  Tuesday

### EXTREME EDUCATION BREAKOUTS

- Schedule current as of 8/20/07, subject to change without notice
- Instructor's name and class descriptions to be provided at a later date
- All education breakouts are available complimentary to members and non-members

- You must sign up in advance and YOU MUST PAY THE FULL REGISTRATION FEE
- À la carte/per credit pricing will not be available to day pass attendees
- "Seats" are assigned on a first-come/first registered basis

- Unless noted, all classes are limited to 80 seats
- Please Arrive 15 minutes prior to session start
- A waiting list will be available for all "sold out" courses

For additional information, contact Aubrey Eyer, Education Coordinator, aeyer@namb.org

### FREE Education to All Full Registrants — Members and Non-members!

- **Friday, Nov. 2, 2007**
  - 8:00 AM–Noon Commercial 101 (4 CEUs)  \$0
  - 1:00–5:00 PM Construction to Permanent Lending (4 CEUs)  \$0
- **Saturday, Nov. 3, 2007**
  - 8:00 AM–5:00 PM ABC's of FHA (8 CEUs)  \$0
- **Sunday, Nov. 4, 2007**
  - 1:30–5:30 PM The Nation's Fair Lending Laws (4 CEUs)  \$0
  - 1:30–5:30 PM Ethics (4 CEUs)  \$0
  - 1:30–5:30 PM TILA — Truth in Lending Act (4 CEUs)  \$0
  - 1:30–5:30 PM Shedding Light on Credit Scoring (4 CEUs)  \$0

- **Monday, Nov. 5, 2007**
  - 2:15–6:15 PM RESPA — Real Estate Settlement Procedures Act (4 CEUs)  \$0
  - 2:15–6:15 PM Shut the Door on Fraud (4 CEUs)  \$0
  - 2:15–6:15 PM RML — Residential Mortgage Lending I & II (4 CEUs)  \$0
  - 2:15–4:15 PM Reverse Mortgage Basics (ONLY 2 CEUs)  \$0
- **Tuesday, Nov. 6, 2007**
  - 8:00–10:00 AM Introduction to Credit Scoring (2 CEUs)  \$0
  - 8:00–10:00 AM Identity Theft (2 CEUs)  \$0

### SPECIAL NEEDS

If you have a disability that requires special accommodations, please check here and attach a statement of your needs.

I have read and understand the cancellation policy and agree to the terms and conditions of the cancellation policy. (If you do not check this box, your registration will not be processed and will be returned to you.)

### CANCELLATIONS

Notice of cancellations must be made in writing and mailed or faxed to Experient: NAMB/WEST, P.O. Box 4088, Frederick, MD, 21705-4088; fax: (301) 694-5124. NAMB will refund 50% of the registration fee for cancellations made prior to October 19. No refunds after October 19. Refunds will not be made to no-shows. Refunds will not be issued until 30 days after the convention. **OPENING RECEPTION IS NON-REFUNDABLE.** In addition, NAMB shall not be liable for any interest on the amount refunded.

### PAYMENT METHOD

Check Enclosed  VISA  MasterCard  American Express

Name on Card \_\_\_\_\_  
 Credit Card Number \_\_\_\_\_ Exp. \_\_\_\_\_  
 Signature \_\_\_\_\_ Date \_\_\_\_\_

Send payments to: NAMB (NAM072), P.O. Box 4088, Frederick, MD 21705-4088.  
 Fax payments (credit cards only) to: (301) 694-5124. For registration questions, please call: (301) 694-5243.



# A T L A N C E

## FRIDAY, NOVEMBER 2

### 8:00 AM–5:00 PM

EXTREME Education Breakouts

- NAMBits: Introduction

By invitation only

- Commercial 101 (8:00 AM–Noon)

- Construction to Permanent Lending (1:00–5:00 PM)

### 8:00 AM–6:00 PM

NAMB Committee Meetings

A full list of committees are available on page 4

### 1:00–6:00 PM

Registration Desk Open

## SATURDAY, NOVEMBER 3

### 7:00 AM–5:00 PM

Registration Desk Open

### 8:00 AM–5:00 PM

EXTREME Education Breakouts

- NAMBits: Intro *Continued*

By Invitation Only

- ABC's of FHA

### 8:00 AM–5:00 PM

EXTREME Leadership Symposium

Full day event, by invitation only  
State Management Training for presidents and executive directors

### Noon–2:00 PM

Leadership Symposium Luncheon with Speaker

### Noon–5:00 PM

NAMB Board Lunch & Meeting

### 5:00–6:00 PM

VIP Reception for Symposium participants and invited guests

## SUNDAY, NOVEMBER 4

### 7:00 AM–7:00 PM

Registration Desk Open

### 8:00–9:30 AM

State Executive Directors Meeting

### 9:30 AM–1:00 PM

NAMB Delegate Council Meeting

### 1:00–3:00 PM

Delegate Council Roundtable Luncheon

Choice of one:

- Lending Integrity State Orientation
- Government Affairs Update
- Certification Q&A

### 1:30–5:30 PM

EXTREME Education Breakouts

- The Nation's Fair Lending Laws
- Ethics
- TILA
- Shedding Light on Credit Scoring

### 2:00–6:00 PM

Exhibitor Setup

### 3:00–5:00 PM

Double Platinum & Platinum Industry Partner Workshops

### 5:00–6:00 PM

Lending Integrity Press Conference & Pre-Reception  
By invitation only

### 6:00–7:30 PM

EXTREME Opening Reception & NAMB Lending Integrity Official Kick-off

## MONDAY, NOVEMBER 5

### 7:00 AM–5:00 PM

Registration Desk Open

### 8:00 AM–5:00 PM

Exhibitor Setup

### 9:00–11:30 AM

EXTREME Roundtable Breakfast & Discussions

### Noon–2:00 PM

EXTREME Luncheon & Speaker, Joe Calloway

### 1:00–2:30 PM

Lending Integrity Industry Partner/ Exhibitor Orientation Buffet Luncheon

### 2:15–6:15 PM

EXTREME Sessions include:

- The 8 Strategies YOU Need to Drive Your Business in '08 with Fred Arnold
- Transforming: "Customer Service" to Customer Management with Ron Evans

Also EXTREME Education Breakouts

- RESPA
- Shut the Door on Fraud
- RML
- Reverse Mortgage Basics

### 2:15–6:15 PM

Media Training, Session I

### 6:30–8:00 PM

NAMB PAC Reception & Comedy Hour

For NAMB members only

## TUESDAY, NOVEMBER 6

### 7:00 AM–4:00 PM

Registration Desk Open

### 8:00–9:30 AM

EXTREME General Session, Activating People in Management & Leadership with Patrick McGaughey

### 8:00–10:00 AM

EXTREME Education Breakouts

- Introduction to Credit Scoring
- Identity Theft

### 8:00 AM–Noon

Media Training, Session 2

### 10:00 AM–5:00 PM

EXTREME Exhibits



7900 Westpark Dr., Ste. T309

McLean, VA 22102

Phone: (703) 342-5900

www.namb.org

