



**STEVE RICHMAN**  
National Spokesperson  
Customer Sales Trainer  
**Genworth MI**

Steve Richman is a national speaker who has energized, taught and motivated more than 100,000 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 Towson University. 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.