



National Tax Lien Association™
Investing in America's Communities™

NTLA's "Building on the Best"
Fall Symposium 2017 AGENDA
October 26-27, 2017 – New Orleans, LA

Thursday October 26, 2017

8:00 am – 12:00 pm Charity Event:

Join the NTLA Board of Directors as they donate their time and money to support rehabilitating homes free of cost for those in need, including the elderly, persons with disabilities, military veterans, and families with children. Revitalizing communities by improving common spaces and schools serving low-income neighborhoods. Come away with knowing you have done good in the world today for yourself, the industry and the community. To register for the event, contact Cara: 561-449-2484 ext 4.

2:00 pm – 3:00 pm Legislative Committee Meeting: Chaired by Jim Meeks, CTLP™ MTAG Services. For Legislative Committee Members Only.

2:00 pm – 3:00 pm Tax Deed Investor Group Meeting: Chaired by Paul Krasker, Clear to Sell. For TDIG Members Only.

2:00 pm – 3:00 pm Public Relations Committee Meeting: Chaired by Edward Marcus, CTLP™ The Marcus Law Firm. For PR Committee Meetings Only.

2:00pm – 3:00 pm NTLA Foundation Meeting: Chaired by Robert Keyser, CTLP™ Taylor & Keyser. For NTLA Foundation Members Only.

3:30pm – 5:00 pm NTLA Board Meeting: For NTLA Board of Directors Only. Closed to General Public.

6:30pm – 8:30pm Opening Networking President's Reception

NTLA members and guests enjoy world class cuisine, cocktails and live music ... a can't miss NOLA party! The priceless opportunity to network with professional tax lien investors, servicers, lenders, equity partners, due diligence firms, lien trading companies, tax foreclosure attorneys, auction vendors, tax collectors, treasurers and finance officers, and other key and influential professionals in this industry.

Friday, October 27, 2017

7:30 am to 8:30 am Breakfast Power up with a healthy breakfast while engaging in thoughtful conversation with other tax lien professionals

8:30 am – 9:00 am Symposium Kick-off Welcome Sponsors, Board and New Member Introductions Symposium Sponsors, New Members and our Board of Directors acknowledged. Sponsors will have the opportunity to introduce themselves and their companies.

9:00 to 9:15 President's Opening Remarks (Trey Gullede, CTLP™ TaxEase)

9:15 – 9:35 Session #1: The Power of (A), Stronger by Association (Brad Westover, CTLP™ NTLA)

Each day, associations create positive change in America and the world. One in every three Americans is part of our nation's vital association and non-profit industry. Stay competitive by committing to life-long learning, professional development, mentoring and research.

NTLA in Action

- State Tax Collector Conference Report
- NTLA University
- NJ Amicus Brief
- New Markets
- Legislative Advocacy

9:35 – 10:00 Session #2: NTLA and FiscalNote Legislative Recap (Jim Meeks, CTLP™ MTAG Services)

This year over 150,000 new bills were introduced. The NTLA's legislative committee has been working overtime to protect, and preserve special interests from eroding local government funding from America's cash-strapped cities. The Association identified 159 bills across 50 states to track, prioritize and position in accordance with NTLA's goals. This session will review the 24 high priority bills and how the Association advocates for the industry.

10:00 – 11:00 -Session #3: Property Tax Liens & the Uniform Law Commission: Ready or Not? (Panel Discussion: Doug Gale, CTLP™ Terra Echelon, Moderator; Paul Krasker, Esq. Clear to Sell; Donald Dinan, Esq. CTLP™ Goetz Fitzpatrick, Mark Manoil, Esq. Manoil Kime)

The Uniform Law Commission provides States with non-partisan, well-conceived, and well drafted legislation that brings clarity and stability to critical areas of state statutory law. www.uniformlaws.org. The Tax Lien Industry remains fragmented and inefficient without uniform laws... should we take on this challenge of working on model legislation?

11:00am - 11:20 am Networking Break Perfect time to mingle with others and visit exhibitors

11:20 – 12:00 pm Session #4: The mid-year Tax Lien Review – Tax Lien Yield Analysis 2016 vs 2017 (Brian Seidensticker, Tax Sale Resources)

A deep-dive into portfolio performance by State: Arizona, Colorado, Florida, New Jersey. A twelve month review (two auctions) to evaluate market trends and conditions.

Noon to 1:00 pm Lunch Break. You visit New Orleans for three reasons: Food, Music and Fun! This lunch spread will be worth the price of admission! Network and dine in style.

1:00 – 2:00 pm Keynote Address: Mark Lucker, Teacher, Writer, Poet. New Orleans Educator. One man's quest to rebuild the worst public educational system in America. What nine years on this journey has taught me and where we can improve.

2:00 – 2:15 Networking Break Stretch your legs, make some phone calls, and network.

2:15-3:00 Session #5: How to efficiently finance tax lien acquisitions: a lenders perspective. (Kevin Gibbons, Capital One)

Focused on optimizing the investment of tax liens, various senior financing structures including bank lines, third party sales and Asset Backed Securities. Learn from the Nation's largest tax lien lender.

3:00 - 3:30 Break – 7th Inning Stretch ... Make a few more connections and set those follow-up appointments! Don't forget to visit the sponsor booths for the last minute information on raffle prizes.

3:30 – 4:30 pm Session #6 The Deep South: Tax Lien Investing in Alabama, Louisiana, Mississippi & Tennessee (William Hereford, Esq. Burr & Forman, Ryan Mathews, GovEase & Stephen Morel, Esq. Civic Source; Phil Carr, Davidson County)

Three area experts explore the pros and cons of investing in the South. An in-depth review of the investing process, data to support your investment, new legislative changes and legal issues.

4:30– 4:45 pm Closing Remarks: Until We Meet Again – March 1st in Ft. Lauderdale

A special thanks for your registration, participation and support of the National Tax Lien Association. The NTLA was founded in 1997 as a nonprofit professional trade organization for the tax lien industry. It is dedicated to representing the interest of investors lenders, service providers, and government officials in regards to tax lien sales, as well as promoting the benefit of those sales as reliable income for municipal, county, and some state budgets. The NTLA also provides networking and training opportunities for those in the tax lien industry. The NTLA Board consists of thirteen (13) experienced tax lien professionals, representing all aspects of the tax lien industry who oversee the direction and mission of the association. The NTLA's Executive Director, Brad Westover, oversees the associations day-to-day operations.

Save the Date! NTLA's 21st Annual Conference will be held at the W Fort Lauderdale on March 1-3!