



In the Big Easy

Wednesday—May 15, 2019

- 8:00 - 4:00 NMLS CE with Ken Perry of The Knowledge Coop
- 2:00 - 5:00 Registration & Exhibitor Set up
- 5:00 - 6:00 Opening Welcome Cocktail Reception w/ Exhibitors



Thursday—May 16, 2019

- 7:00 - 8:30 Breakfast with Exhibitors
- 8:00 - 8:30 1st Timers Meet & Greet
- 8:30 - 8:45 Presentation of Colors - Veteran Recognition
- 8:45 - 9:30 President Welcome with President Laurel Knight-Keane
- PNPAC - 1st Timers - Local Association Presidents
- 9:30 - 9:45 Break - Expo Preview


- 9:45 - 10:45 **Keynote Speaker—Patrick Kelly, EVP National Sales—Informative Research**
How Using the Right Strategies, Existing Consumer data, and Technology Can Propel You Forward in 2019

2019 could find the lending community in a crowded market for consumer capture. Stiff competition and market flux will require lenders to review the success of current strategies and potentially adopt new ones to remain competitive. Join Patrick Kelly, Informative Research's EVP of National Sales, and learn about the 3 key factors you need to consider - spend, P&L strategies, Technology and proper utilization of data - that will help you hit the ground running in 2019.



- 10:45 - 11:00 Break with Exhibitors

- 11:00 - 12:00 **Ketrick Kelley - FBI Special Agent w/ guest Tobi Libbra of IL Group**
2019 Security Information for the Finance Industry



Securing information in any industry is of utmost importance in today's digital age! When we are speaking about the finance industry, information of both the institution and the consumer must be #1 on the list. FBI Special Agent Kelley will be teaching the audience the things to look for regarding data breach, email phishing, and other cyber scams and how to prevent them. Mrs. Libbra will be having a conversation on the important of Cyber preventative measures, the protection of Cyber Insurance and first steps when you detect a possible breach

- 12:00- 12:30 Lunch w/ Exhibitors - Expo Open

- 12:30 - 2:00 **Dorinda Smith, Retired CEO & President, SunTrust Mortgage**

Interactive Session to a panel of Industry Professionals below Showing the intricacies of how each level brings it all together to make finance run smoothly!

Operations—Marla Guillame, President Century Lending

Sales—Cristy DeWitt, Senior Production SunTrust

Regulation/Licensing/Training—Ken Perry, Founder The Knowledge Coop

Vendor—Tobi Libbra, Cyber Risk Manager & VP of Business Development IL Group

- 2:00 - 2:15 Break—Expo Open

- 2:15 - 3:15 **Chris Avery - Vice President, First Tennessee Warehouse Lending**
D-E-V-E-L-O-P - This Handy Mnemonic Can Change the Way You do Business

Without the concept of development, the world would be filled with wonderful ideas, but none would ever come to realization. There would be musical notes, but no songs. We'd have words, but no stories. Whether you need to develop your business, territory, team, community, family, or relationships; join me for an interactive discussion and learn how this mantra and its process is a way to produce results.

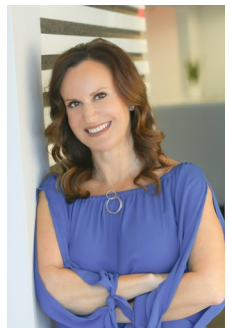




3:30 - 4:15

4:30 - 5:15

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| <p>Queen A</p> | <p>Christina Gradillas—Southwestern Grow Your Sales Immediately We're half way through the year – what are you going to do to make sure 2019 ends the way you want it to? In this high-energy session, we are covering strategies and techniques to get your business and income to the level that you want it to be before the year ends. And you don't have to do it by working HARDER, we just have to work SMARTER.</p> | <p>Nancy Harmon, SVP-Client Operations SunTrust Bank, Mortgage Loan Servicing Handling Client Feedback in the Digital Age</p> <p>Interactive session digging down into the ins and outs of handling client feedback in the Digital Age of mortgage. Discussions regarding keeping as customer centric attitude while considering institution needs.</p> |
| <p>Queen B</p> | <p>Kat Cunningham, Mortgage Business Consultant Equifax - Mentoring & Creating Success for Each Other In A High Stress Industry</p> <p>In today's finance industry stress and balance are not always hand in hand. This open discussion platform will speak to the benefits of us holding each other up, tearing through stereotypes, and building our own success through helping colleagues attain their own goals!</p> | <p>Armoire—Personal Branding and the Role Image Plays Style Talk w/ Armoire CEO, Ambika Singh and Stylist, Lili Morton This session dives into personal branding—the role image & appearance plays. This is not about looks or beauty, but appearance as part of an overall <i>executive presence</i>. Personal brand is all about perceptions and the clothes you wear play a key role in those perceptions, both internally and externally. With only seven seconds to make a first impression, and 55 percent of that being nonverbal, how you present yourself is extremely important, especially in the professional space.</p> |

Friday—May 17, 2019

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| <p>8:30 – 10:00</p> | <p>General Session - FNMA, FreddieMac, FHA Panel Discussion Diverse panel of the leading Mortgage Lending Agencies Gillian Arledge, VP of Sales, Freddie Mac Gisele Roget, Head of Single Family Housing for FHA Jenney Shen, VP of Single Family Business for FNMA</p> | |
| <p>10:00 - 10:20</p> | <p>Break—Expo Open</p> | |
| <p>10:30 - 11:30</p> | <p>Kelly Resendez, Executive Vice President of Paramount Partners Group <i>Jazz up your mindset and create an abundance of success!</i> Create an unstoppable mindset that can endure any market ~ Overcome limiting beliefs or self-sabotage Develop your lead funnels effectively ~ Understand the power of habits and how they can propel your business forward.</p> |  |
| <p>11:45 - 12:45</p> | <p>Lunch & Learn with NAPMW Member Information Swap Meet</p> | |
| <p>12:45 - 1:00</p> | <p>Break - Expo Open</p> | |
| <p>1:00 - 2:00</p> | <p>Shea Haley , Senior Vice President of Professional Services - EllieMae <i>Interactive Innovation in the Mortgage Industry</i> Shea will discuss the headwinds impacting the mortgage market, changing borrower expectations and demands and how true digital mortgage technology can help lenders of all sizes survive and thrive. The session will cover the current Cost of Origination Study, Borrower Insights Survey data and an overview of the Encompass Digital Lending Platform.</p> |  |
| <p>2:00 - 2:15</p> | <p>Break—Expo Open</p> | |
| <p>2:30 - 3:30</p> | <p>Michael Whitbeck—Managing Partner of UberWriter Solutions <i>Field Guide To Underwriting - Loan Approval Simplified</i> Michael is a subject matter expert on the process of mortgage underwriting and for over twenty five years he continually built content and systems to teach a process to improve people's underwriting skill set. Michael is the co-creator of UberWriter which has been a huge success in the market and half of the top 10 companies on the Scotsman Guide use UberWriter and produces thousands of income reports per month.</p> |  |
| <p>3:30 - 4:30</p> | <p>NAPMW General Business Meeting</p> | |
| <p>4:30</p> | <p>Main Ballroom Closes</p> | |
| <p>6:00 - 6:45</p> | <p>Cocktail Mixer</p> | |
| <p>7:00 - 10:00</p> | <p>Awards Gala Dinner - With Guest MC and Speaker Patrick Kelly Installation of 2019 NAPMW New Officers</p> | |

Saturday– May 18, 2019

9:00 - 11:00 NAPMW Local Association President Training
NAPMW Local Association Treasurer Training

11:00—12:00 National Board Meeting & 2019-2020 Strategic Planning Meeting
All attendees are strongly encouraged to attend

