

Agenda

8:00 a.m. - 9:00 a.m.

Attendee/Vendor Continental Breakfast (Complimentary)

9:00 a.m. - 9:45 a.m. Concurrent Seminars



Theodore Tozer

KEYNOTE PRESENTER SERIES

THEODORE TOZER, President, Ginnie Mae

Meeting Room 2

These days, the mortgage market would have a hard time functioning without government backed loans from the FHA and VA. The market for those loans is made by Ginnie Mae – the Government National Mortgage Association. The Expo is proud to present Ginnie Mae president Theodore Tozer, who will share his vision of the emerging mortgage market.

DODD-FRANK AND THE CONSUMER FINANCIAL PROTECTION BUREAU

Where We Are and Where We're Going

CATIC

Meeting Room 1

The Dodd-Frank Wall Street Reform and Consumer Protection Act is a massive piece of legislation intended to address the recent financial crisis and to protect consumers from abusive financial services practices. We at CATIC have been very busy monitoring federal regulatory bodies as they adopt regulations in furtherance of the legislation. Approximately three-quarters of the laws provisions have been or will be written by federal regulators over the next few years. This seminar will focus on the varied impacts that Dodd Frank has on mortgage lending.

BONUS SESSION: LEARN TO SAY “THANK GOD IT’S MONDAY!”

New England Financial Marketing Association

NEFMA Hall

Learn the secrets to building a motivated, dynamic and aggressive sales culture in your organization. Join New York Times bestselling author Roxanne Emmerich as we kick off the day with her highly-charged presentation. Roxanne has been a featured speaker at banks and banking organizations across the country, and she is recognized by Sales and Marketing Management magazine as one of the 12 most requested speakers in the nation for her ability to transform performance and create a “bring-it-on” culture in a single visit.

AN EXCLUSIVE REPORT ON THE BUILDING WAVE OF REGULATORY COMPLIANCE

Lenders Allies

Star Room (second level)

The appraisal field has completely changed. Will you be prepared when “Business as Usual” crashes into significant governmental fines, and lender liability suits? Lenders will now be liable for violations, and enforcement will be different in each state. Practical tips from a practicing lawyer on steering clear of the Dodd-Frank Regulators. To be presented by attorney James S. Tupitza. Mr. Tupitza is a popular speaker on real estate issues. He acts as regulatory counsel to Lenders Allies.

10:00 a.m. - Noon

LEGISLATIVE UPDATE New Laws and Regulations

Connecticut Mortgage Bankers Association

Star Room (second level)

What is in store for the mortgage industry in 2012? How will you need to change the way you do business going forward? Are you wondering how the onslaught of new laws and regulations -- and regulators- - will impact you and your business? What to look for on the Federal and State level. This session will give you the information you need and our panel of experts will cover CT, MA, RI, NH and ME.

10:15 a.m. - 11:00 a.m. Concurrent Seminars



Kenneth Harney

KEYNOTE PRESENTER SERIES

KENNETH HARNEY, Columnist, The Nation's Housing, Washington Post Syndicate

Meeting Room 2

Every week, Kenneth Harney's column reaches millions of readers across the U.S. He is the foremost writer on housing issues, and he brings to his readers an understanding of real estate and that is unparalleled in consumer reporting.

**CRITICAL SUCCESS FACTORS WHEN IMPLEMENTING
A NEW LOAN ORIGINATION SYSTEM**

Specialized Data

Meeting Room 1

Now that you have decided to evaluate a new LOS...learn from the experts the key implementation factors for making your new loan origination system a success. Discover the challenges you will face and how to adequately allocate resources. This discussion will also focus on the importance of reviewing your work flow process to maximize the ROI of your lending technology.



11:15 a.m. - Noon Concurrent Seminars



Frank Nothaft

KEYNOTE PRESENTER SERIES

FRANK NOTHAFT, Senior Vice President and Chief Economist, Freddie Mac

Meeting Room 2

Get the inside story from one of the mortgage profession's leading organizations. Frank Nothaft is the top forecaster for one of the most prominent funders of mortgages in the nation. He'll share his unique vision on the state of the secondary market.

USING SOCIAL MEDIA TO DRIVE NEW ORIGINATIONS

Avantus

Meeting Room 1

Social media and online marketing are the fastest growing medium to connect to customers. But they're also often confusing for originators and marketers to master. Learn not only why you should be utilizing Facebook, LinkedIn, Tumblr, WordPress and more, but also how you can do it effectively, efficiently – and within regulatory boundaries. Don't miss your chance to be using impressive, far-reaching, and free tools to rocket your originations. Sponsored by Avantus and presented by Carie Schelfhauadt, director of social media at McDougall & Duvall Advertising.

BONUS SESSION

EDWARD A. HJERPE III, President Federal Home Loan Bank of Boston

BankWorld Meeting Room C (Second Level)

Edward A. Hjerpe III, president and CEO of the Federal Home Loan Bank of Boston, will discuss the state of the housing and lending markets in New England and nationally. He will also take a look at the Federal Home Loan Bank System and the current issues facing FHLB Boston. This session is open to Expo attendees compliments of BankWorld.



11:30 a.m. - 1:00 p.m.

Attendee/Vendor Buffet Lunch (complimentary)

Agenda



Lawrence Yun

1:15 p.m. - 2:00 p.m. Concurrent Training Sessions

KEYNOTE PRESENTER SERIES

LAWRENCE YUN, Chief Economist, National Association of Realtors

Meeting Room 2

What does the coming home sales market look like? Hear from the man who creates the market forecasts for the National Association of Realtors. Get insight on the trends that will affect your sales for the year from Dr. Lawrence Yun, listed by USA Today as one of the top 10 economic forecasters in the country.

MAXIMIZING YOUR INCOME IN TODAY'S CHALLENGING MARKET

Norcom Mortgage

Meeting Room 1

Why you should be doing VA loans. Significant changes affecting lending require you to capitalize on all products available in your sales efforts. That often means making sure you're working with the right partners who have VA experience. Hear from a panel of experts on ways to take advantage of the VA market.

SBA's 504 LOAN PROGRAM

Attractive and Affordable Financing for Commercial Real Estate

U.S. Small Business Administration

Red Carpet Room (second level)

Learn how this financing option can help you better serve your customers; help you sell a deal; help operating companies purchase their real property with, in most cases, only 10% down. This loan product can provide 20 year fixed rate financing for up to 40% of the project cost. This product also reduces the risks of downward property value fluctuations for commercial mortgage lenders and small business lenders. SBA's 504 loan program has been enhanced to increase lending limits and, under some circumstances, refinance existing mortgages. Brokers, lenders, appraisers, small business operators – this is a valuable program for you and your customers.

LATEST ISSUES IN MLO COMPENSATION

B-Compliant

Meeting Room 3

Are you in compliance with all the latest -- and everchanging -- rules for mortgage loan officer compensation? Don't be surprised by the maze of Do's and Don'ts. Make sure you're maximizing your compensation, and giving the best service to your clients, while staying on the right side of regulations. Don't miss this session's special focus on anti-steering and originator responsibility under the new MLO Compensation Rule. This important and critical compliance session is presented by Dena Roudybush, president of B-Compliant, and features attorney Wendy Bernard, member of the board of directors of the Connecticut Association of Mortgage Brokers.

BONUS SESSION

FRANK ABAGNALE, Fraud Expert, "Catch Me If You Can"

NEFMA Hall

Meet the real life subject of the book, movie and now Broadway musical, "Catch Me If You Can." Frank Abagnale is one of the nation's most sought-after speakers, with a story of intrigue and adventure. The New England Financial Marketing Association is opening this presentation to all Expo attendees. But please note that this is a limited-seating opportunity.

2:15 p.m. Raffle (For non-exhibitor attendees only and must be present to win)

2:30 p.m. Show Closes