

## Calendar of Events

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February 18, 2020

**FAMP Central Florida Chapter 2020 Table Top Trade Show**  
**HILTON ORLANDO / ALTAMONTE SPRINGS**  
**350 Northlake Blvd.**  
**Altamonte Springs, FL 32701**  
4:00 p.m. to 8:00 p.m.  
centralfloridafamp@gmail.com

*Exhibitor Sign-Up is Open*

*2020 FAMP Central Florida Chapter*

*Table Top Trade Show!*

*February 18, 2020*

*HILTON ORLANDO / ALTAMONTE SPRINGS*

*350 Northlake Blvd, Altamonte Springs, FL 32701*

*Trade Show Hours: 4:00 pm to 8:00 pm*

*(Registration for Attendees and Pre-Show events will be open soon)*

*Combined with Networking*

*Great Food and Cash Bar*

*Your Competitors will be there; will you?*

*Lowest Priced Booths of Any Large Chapter Trade Show*

*Table Top: \$350.00 \**

*\* = \$280 if Payment is received by December 6, 2019 or*

*\$420 if Payment is received after January 10, 2020*

*Save some of your Marketing Dollars*

*This is a Table Top show*

*Only Table Top and Stand Up Displays*

*Full Trade Show Booths are not allowed*

*Sponsorships*

*Also Available*

*Final Deadline for Booth Registration is February 14, 2020*

*The Trade Show Floor Plan will be sent out after receipt of a signed contract and although all Table Top locations are roughly the same, those Received & Paid by 12/6/2019 will be able to choose specific Booth location.*

*All others will have booth location assigned .*

*You Won't Find a Better Value for Your Marketing Dollars!*

**EXCELLENT OPPORTUNITY TO MARKET TO MORTGAGE ORIGINATORS WHO ONLY ATTEND LOCAL EVENTS**

*Who should Exhibit:*

*(We have had these types of exhibitors in previous years)*

*Wholesale Lenders*

*Title Companies*

*Insurance Companies*

*Credit Providers*

*Branch Companies*                      *Non-Traditional Lenders*  
*Commercial Lenders*                      *Hard Equity Lenders*  
*Processing Companies*                      *Surveyors*  
  
*Credit Repair Companies*                      *Inspection Companies*  
*Marketing Companies*                      *Resource & Tool Providers*  
*Professional Tailors*                      *Personal Safety Companies*  
*Software Providers*                      *Warehouse Line Providers*

*Any Company that gets their business from*

*Mortgage Professionals*

*Do not miss your chance to meet and provide your information to a large number of Central Florida Mortgage Professionals. Click on the link below to get a copy of the Exhibitor Contract and Payment form and send them in ASAP!*

*Sponsorships are also available giving you the opportunity to have your Company Name in front of FAMP of Central Florida luncheon and event attendees for the remainder of 2020 as well as other benefits.*

*You NEED to be at the*

*Central Florida FAMP Table Top Trade Show*

*Your competitors are going to be there so don't miss out!*

*February 18, 2020*

*Schedule of Events Prior to the Table Top Trade Show*

*8:00 am - 12 Noon: Boot Camp; Pre-Qualify Like a Champ!*

*12 noon - 1:00 pm: Lunch*

*1:00 pm - 4:00 pm: Workshop*

*DISC Training*

*Underwriting Self-Employed*

*Exhibitor Contract:*

*<https://files.constantcontact.com/7ad78154501/9bc0f199-4342-4bfc-8d62-e3c729cffb52.pdf>*

*There will be raffle prizes given out by the Central Florida FAMP Chapter*

*Exhibitors will have the opportunity to give out door prizes.*

*Please email questions to [centralfloridafamp@gmail.com](mailto:centralfloridafamp@gmail.com)*

February 18, 2020

**FAMP Central Florida Chapter - Pre-Trade Show Workshop**  
**HILTON ORLANDO/ALTAMONTE SPRINGS**  
**350 S. Northlake Boulevard**  
**Altamonte Springs, FL 32701**  
1:00 p.m. to 4:00 p.m.  
centralfloridafamp@gmail.com  
*Workshop*

*1:00 pm to 4:00 pm*

*Click [HERE](#) to Register*

*DISC Training*

*Presented by Nathaniel Bittman*

*Certified Behavior Science Trainer*

*[SEE BELOW FOR WORKSHOP CONTENT AND TO REGISTER]*

*Nathaniel is a Graduate of Mercer University, Macon, Georgia. Nathaniel graduated with a Bachelors in Business Administration with a Major in Economics and a Minor in Shakespearian Arts. Nathaniel is a State Educator, teaching New Loan Officer Boot Camps and 8 hours Continuing Education for Licensed Loan Officers in the state of Florida. Nathaniel is a certified instructor and trainer in Emotional Intelligence, Strength Finder 2.0 and DISC profiling with a focus on Behavior Management. Nathaniel has presented and trained over 3,000 Real-Estate and Mortgage Professionals, with a focus on Stress Management, Conflict Management, Strategic Selling, Crucial Conversations & gaining In-Sight in Self- Management processes to leverage higher Emotional Intelligence skills.*

*Underwriting Self-Employed*

*Presented by Julie Jewell*

*Corporate Trainer, Genworth Mortgage Insurance*

*[SEE BELOW FOR WORKSHOP CONTENT AND TO REGISTER]*

*is dedicated to helping mortgage professionals hone their professional edge. She has a passion for sharing her knowledge in all aspects of the mortgage loan process, including originating, underwriting, processing and audit. Julie is an expert in Fannie Mae® and Freddie Mac® guidelines and is committed to ensuring a positive, regulatory compliant loan process experience for the consumer. Julie is a graduate of the University of Missouri-Columbia with a degree in Finance and Banking. She is a*

*Certified Trainer in DiSC Behavioral Profiling.*

*1:00 to 2:00: DISC Training*

*Strengthen communication and become more relevant in a Technology Environment.*

*Understand and apply tactical strategies with Behavior Science  
Identify the major 4 DISC Quadrants and where to maneuver communication to receive optimal outcomes  
Apply techniques in crucial conversations that will help with emails, text messages and overall communication. Learn processes that will help with conflict management and how to avoid ruminating over communication challenges  
It is recommended (not required) for best results, that those attending this class arrive with a free DISC assessment from Tony Robbins. This will help considerably when working through content. Leave having a better understanding of your strengths and communication style, while having a better understanding of others.  
<https://www.tonyrobbins.com/disc/>*

*Not sure if DISC Training is for you? Several of the FAMP Chapters have provided this training to their members. Here is a recent comment received from someone with 20 years Mortgage experience:*

*"As a person that typically does not like generalizations of who we are, I was taken aback by the DISC presentation by Nathaniel Bittman. My analysis was dead on and made me rethink how I handle myself in business settings and how others may perceive me in my personal life. I strongly recommend this training to not just business minded people but to the general public. It's a can't miss event!"*

*2:00 to 4:00: Underwriting Self-Employed*

*Using the Fannie Mae Cash Flow Form (1084) we will cover a self Employed borrower case study which includes how to calculate:*

*A schedule C sole proprietor  
A partnership 1065 tax returns including review of K-1s  
A sub chapter S or 1120S tax returns include review of K-1s  
Schedules B for interest and dividends and Schedule*

*D for Capital gains will also be discussed*

*Click Below to Register*

*FAMP/MBA Members:*

*\$20 for Workshop Only*

*\$50 for Workshop and Luncheon*

*Non-Members:*

*\$30 for Workshop Only*

*\$60 for Workshop and Luncheon*

*>>>> Register Now! <<<<<*

*[Luncheon Starts at 12 Noon]*

February 18, 2020

## **Prequalify Like a Champ! 1/2 Day Boot Camp**

**Altamonte Hilton**

**350 Northlake Blvd.**

**Altamonte Springs, FL 32701**

Registration begins at 7:30am; Class Hours: 8:00am - 12:45pm (including lunch)

Ted Smith, 850-942-6411

ted.smith@ourfamp.org

*Prequalify Like a Champ!*

*1/2 Day Boot Camp presented by the FAMB Foundation*

*Join the FAMB Foundation and our sponsor, Essent, on February 18, 2020 at Altamonte Hilton, 350 Northlake Blvd, Altamonte Springs, FL 32701 for "Prequalify Like a Champ!", a 1/2 day boot camp.*

*This educational boot camp will provide valuable information and the architecture and interview of an applicant in the prequalification process.*

*Agenda for event is below...*

*Registration: 7:30am to 8am*

*8am to 9am –*

*Navigating and Structuring a 1003  
How to properly interview  
Do's & Don'ts  
Things to look for in the application process*

*9am to 9:45am –*

*How to read and work with credit  
What you need to know about mortgage credit  
How to talk to a customer about it*

*10am to 12pm –*

*Income Analysis for Salaried Borrowers (Essent MI's trainer will provide worksheets, tools and resource)  
How to read & interpret a tax return for Salaried Applicants, what you need to know*

*12pm to 12:45pm -*

*Lunch*

*Cost for this event is \$50 for Members and \$75 for Non-members (includes lunch).*

*Space is limited so, don't miss out and sign up today!*



February 26, 2020

**Anti-Money Laundering Training Webinar - February 26, 2020**

**Online Webinar**

2pm - 3pm ET

Ted Smith, 850-942-6411

ted.smith@ourfamp.org

*Register to Attend FINCEN Required Anti-Money Laundering Training Webinar*

*February 26, 2020*

*2pm - 3pm ET*

*FAMP and the FAMB Education Foundation have partnered to offer FAMP members access to training on the Anti-Money Laundering Program (AML) requisites that satisfy the rules & regulations of the U.S. Department of the Treasury.*

*Join us on Wednesday, February 26, 2020 from 2pm to 3pm to receive your required training...cost is only \$25 per member and \$50 per non-member!*

*The Financial Crimes Enforcement Network (FinCEN) requires nonbank residential mortgage lenders and originators (RMLOs) to establish anti-money laundering (AML) programs and to file suspicious activity reports (SARs). Under the rule, companies are statutorily required to insure that their employees undergo appropriate training on an annual basis.*

*Topics include:*

*The History of AML Requirements*

*An overview of the 5 pillars of an AML compliance program*

*Objectives of an effective AML compliance program*

*A review of AML Examination Findings*

*Role of AML programs and SARs in fighting mortgage fraud and preventing losses*

*Indicators of suspicious activity specific to FinCEN and RMLOs*

*Role and responsibility of the AML Compliance Officer*

*What triggers a SAR filing and how and when to file a SAR*

*Timing and confidentiality requirements of SARs*

*Risks and penalties for violating BSA/AML requirements*

*Who Should Attend?*

*Nonbank residential mortgage lenders and originators*

*Mortgage fraud specialists at nonbank RMLOs*

*Operations, sales, compliance, internal audit, management, legal personnel*

*All personnel who have contact with the consumer*

*In order to receive a certificate, each attendee will be required to login to the webinar separately.?*

*Cost for this webinar is \$25 for Members and \$50 for non-members.*

March 3, 2020

**FAMP Gold Coast Chapter Annual Trade Show**

**Bonaventure Resort and Spa**

**250 Racquet Club Rd.**

**Weston, FL 33326**

4:30 PM to 8:00 PM

FAMP Gold Coast Chapter , 954-986-0808

emails@famgoldcoast.org

[https://events.r20.constantcontact.com/register/eventReg?oeidk=a07egqsesi548bc7f9  
&oseq=&c=&ch=](https://events.r20.constantcontact.com/register/eventReg?oeidk=a07egqsesi548bc7f9&oseq=&c=&ch=)

March 11, 2020  
- March 12, 2020

**March 11-12, 2020 Two-Day Boot Camp**

**Boca Raton Community Center**

**150 Crawford Blvd.**

**Boca Raton, FL 33432**

Registration begins at 8:30am; Class Hours Each Day: 9:00am - 5:30pm

Ted Smith, 850-942-6411

ted.smith@ourfamp.org

*Be your best in 2020! Join the FAMB Foundation and the Gold Coast Chapter of the Florida Association of Mortgage Professionals along with our sponsor, Radian, for our two-day Loan Originator and Processor Boot Camp held Wednesday, March 11, 2020 to Thursday, March 12, 2020 at the Boca Raton Community Center, 150 Crawford Blvd., Boca Raton, FL 33432 from 8:30am to 5:30pm each day.*

*Our two-day intensive training program agenda includes...*

*Day One:*

*8:30am - 9:00am: Registration*

*9:00am - 10:00am: Taking a Quality Loan Application*

*10:15am - 11:15am: Credit*

*11:30am - 12:30pm: Basics of Income*

*12:30pm - 1:30pm: Lunch on your own*

*1:45pm - 2:45pm: Liquid Assets*

*3:00pm - 5:30pm: The Review and Understanding of Fannie Mae Desk Top Underwriter (DU): The review of DU findings, how to read and put together file utilizing "Findings" provided by DU/ DO ( Desk Top Originator); Review of income scenarios and case study training; Review Approved, Ineligible & Refer with Caution findings*

*Day Two:*

*8:30am - 9:00am: Registration*

*9:00am - 10:30am: Self-Employed Borrower Session #1*

*11:00am - 12:30pm: Self-Employed Borrower Session #2*

*12:30pm - 1:30pm: Lunch on your own*

*1:45pm - 2:30pm: PMI and Loan Engineering*

*2:45pm - 4:45 pm: Freddie Mac Loan Prospector (LP): Review of income scenarios and case study training as well as how to read the "Feedback" Certificate from Loan Prospector; How to put a file together utilizing the feedback certificate; Review Approved, Ineligible & Refer with Caution findings.*

*5:00pm - 5:30pm: Recap, take away and questions*

*Cost for the 2-day session is \$169 for FAMP Members (Professional and Associate); \$299 for Non-members.*

*Space is limited to the first 50 registrants so, register today!*

March 12, 2020

**FAMP Membership Committee Meeting Call**

9:00 a.m.

April 2, 2020  
- April 4, 2020

**FAMP 3rd Quarterly Board of Directors Meeting**

**Holiday Inn Ft. Myers Airport at Town Center**

**9931 Interstate Commerce Drive**

**Ft. Myers, FL 33913**

Ted Smith, 850-942-6411

ted.smith@ourfamp.org

*The FAMP 3rd Quarterly Board of Directors Meeting will be held on April 2 - 4, 2020 at Holiday Inn Ft. Myers Airport at Town Center, 9931 Interstate Commerce Drive, Ft. Myers, FL 33913.*

*Hotel reservations can be made until March 2, 2020 at the discounted rate of \$139 per night.*

*There are two easy ways to book a reservation for FAMP Meeting in April:*

*Follow the booking link FAMP at Holiday Inn Ft. Myers Airport @ Town Center*

*Or call reservations at 855-639-8440 and ask for FAMP group rate or mention group code FAM*

April 9, 2020

**FAMP Membership Committee Meeting Call**

9:00 a.m.

May 14, 2020

**FAMP Membership Committee Meeting Call**

9:00 a.m.

June 11, 2020  
- June 13, 2020

**4th Quarterly Board of Directors Meeting**

**The Daytona Hotel**

**1820 Tri Oval Blvd.**

**Daytona Beach, FL 32114**

Ted Smith, 850-942-6411

ted.smith@ourfamp.org

June 11, 2020

**FAMP Membership Committee Meeting Call**

9:00 a.m.

July 9, 2020

**FAMP Membership Committee Meeting Call**

9:00 a.m.

August 5, 2020  
- August 8, 2020

**FAMP 2020 Annual Convention & Trade Show**

**Hilton Orlando Bonnet Creek**

**14100 Bonnet Creek Resort Lane**

**Orlando, FL 32821**

Ted Smith, 850-942-6411

ted.smith@ourfamp.org

August 5, 2020  
- August 8, 2020

**FAMP 2020 State Convention & Trade Show Attendee Registration**  
**Hilton Bonnet Creek**  
**14100 Bonnet Creek Resort Lane**  
**Orlando, FL 32821**  
Ted Smith, 850-942-6411  
ted.smith@ourfamp.org

*Annual Convention & Trade Show*

*August 5 - 8, 2020*

*Hilton Bonnet Creek*  
*14100 Bonnet Creek Resort Lane, Orlando, FL 32821*

*Join the Florida Association of Mortgage Professionals for FAMP's 2020 Vision for Success at the 2020 State Convention and Trade Show at Hilton Bonnet Creek in Orlando, FL from August 5 - 8, 2020.*

*For the past 60 years, this annual event has attracted Florida's top mortgage professionals! Don't miss this opportunity to network with mortgage brokers and lenders from across Florida.*

*Pricing is as follows:*

*Full Pass (includes 8-Hours of NMLS-Approved Continuing Education; Thursday Luncheon; Friday Luncheon; Two-Day Trade Show Admittance and all Breakout Sessions) :*

*Members - \$189.00*  
*Non-Members - \$289.00*

*Education Pass (includes 8-Hours of NMLS-Approved Continuing Education; Thursday Luncheon or Saturday Luncheon based on day of education selected and Two-Day Trade Show Admittance and all Breakout Sessions):*

*Members - \$99.00*  
*Non-Members - \$199.00*

*Trade Show Only (includes Two-Day Trade Show Admittance):*

*Members/Non-members: \$10.00*

*Please Note: Cost for self-parking at the will be discounted 50% off the standard rate. You must pick up a parking validation ticket at registration to receive the discounted rate.*

*Agenda*

*August 5, 2020*

*7:45am - 2:00pm: FAMP Golf Tournament - Waldorf Astoria Golf Club*

*2:00pm- 6:00pm: Exhibitor Registration and Setup*

*5:00pm- 5:30pm: Annual Meeting of the FAMP Membership*

*Voting members may pick up credentials starting at 4:00pm ET.*

*August 6, 2020*

*8:00am - 5:30pm: 8-Hour NMLS-Approved Continuing Education (Cost: Full Pass: \$189 - Member / \$289 - Non-member; Education Pass: \$99 - Member; \$199 - Non-Member)*

*8:00am - 12:00pm: Exhibitor Registration and Setup*

*12:00pm - 1:30pm: Lunch with the Florida Office of Financial Regulation (Cost: \$65 for Members / \$75 for Non-members)*

*Lunch and learn with Greg Oaks, Director, Division of Consumer Finance, Florida Office of Financial Regulation. Don't miss this informative luncheon with details on top consumer complaints, audit findings and more!*

*2:00pm - 7:00pm: Trade Show Floor Open*

*August 7, 2020*

*8:30am - 4:00pm: Informative Breakout Sessions*

*10:00am - 4:00pm: Trade Show Floor Open*

*12:00pm - 2:00pm: Luncheon on the Trade Show Floor with our Exhibitors!*

*3:45pm: Prize Giveaways on Trade Show Floor!*

*4:00pm - 6:00pm: Exhibitor Teardown*

*6:00pm - 10:00pm: End of Event Celebration! (Cost is \$49 and includes hors d'oeuvres and drinks)*

*August 8, 2020*

*8:00am - 5:00pm: 8-Hour NMLS-Approved Continuing Education (Cost: Full Pass: \$189 - Member / \$289 - Non-member; Education Pass: \$99 - Member; \$199 - Non-Member)*