



PRIME Interest



Look for information about our upcoming
events and meetings at our website:
www.NAPMWHouston.org

Hello Houston and The Woodlands:

Moving forward to September, NAPMW Houston has a lengthy Calendar of events!

To start, as you heard at the last meeting, we will be holding another election to elect a replacement President-Elect. Our committee is currently interviewing qualified members interested in running for this important office. If interested, you would finish out this term as President-Elect, and be the President next year. I can tell you that this position has been very fulfilling for me, and is not as hard as it may seem. If you have a questions, or think you may be interested, call me so I can discuss the position.

Another roadblock we're addressing is the monthly meeting location. Our committee is currently working on a permanent location, and more information will be disbursed as the Board makes those decisions.

Central Region Conference: Don't miss this great opportunity! This year, the Central Regional Conference is being hosted in Houston. Members don't always get to attend the conference due to distance and timing issues, but with the Conference being held in Houston, we hope to have a larger turnout this year. Kathryn Hardeman, Education Chair for the conference has created a wonderful education line-up. The dates for the conference are September 18th - 20th, 2008.

The Houston NAPMW Trade Show is on Thursday, September 18th, 2008 from 6pm - 8pm. It is being combined as the welcoming party for the Central Region Conference. Due to this, we expect a larger than normal turn out. Mark your calendars, and make sure to get with Ed Nelson at (281) 686-4551 to reserve your booth while they still exist. Admission to the Trade Show for attendees is free.

Dates to remember:

- 09-09 Monthly General Meeting
- 09-18 Trade Show (6pm - 8pm)
- 09-18 Central Region Conference (Registration and welcome party)
- 09-19 Central Region Conference (Key note, luncheon and education)
- 09-20 Central Region Conference (Business Meeting)

Sincerely,



Scott Hilton
2008-2009 President

NAPMW's

Headquarters Heads Up

NAPMW - Serving All Mortgage Professionals Who Want To Excel And Employers Who Want Excellence.

The Online Store is Back!

Great news! The [Online Store](#) is back from the web doctor and has reopened for business.

LEADING TOMORROW'S LEADERS: NAPMW targeted for special research project

How would you like to participate in a research project regarding leadership and careers for women in the mortgage industry?

We are excited to announce that graduate student Holly Rick has selected NAPMW to participate in a research study to examine demographic, educational, and mentoring relationships among women leaders in the mortgage industry. Holly, who is pursuing her Ph.D. in organization and management at Capella University, believes that creating a leadership profile to share with future women leaders will help prepare them for a leadership career path in the mortgage industry.

Since NAPMW is comprised of a diverse group of women leaders, Holly would like to ask our members to participate in short online survey that can be completed in less than 15 minutes.

Since survey responses are completely blind and your participation is completely voluntary, no risk to participants is anticipated. After you begin the survey, you may stop at any time. After the survey data have been reviewed and compiled, you may ask to have your data withdrawn from the study.

[Click here](#) to access the survey.

The profile that Holly develops from your participation in this survey will also benefit NAPMW by identifying educational and professional development opportunities that can impact career paths not only of current members but also future women leaders entering the mortgage industry.

Survey findings will be available when the research project concludes. [Click here](#) to request a summary.

To learn more about Holly's research project, feel free to call 602.999.1542 or send an email to her at Halospony@cox.net. You may also send an e-mail to her faculty supervisor, [Dr. Johnny Morris](#).

Remember: Through opportunities such as this to share your knowledge, professional experience, and industry expertise, your membership in NAPMW can positively impact lives for generations!

2009 Annual Conference Update

As our 2009 Conference Committee prepares for the 45th Annual Meeting and Education Conference in March, we want to convey the excitement that we brought home from our site visit to Walt Disney Parks and Resorts! Until we see each other in Anaheim, check your NAPMW communiqués for clues about Disneyland's "Hidden Mickeys." We'll also share quotes from the inimitable Mr. Walt Disney. Some are humorous, many are poignant; all of them can inspire us to **"Dream Big" Through Education & Beyond!**

Hidden Mickey Mania: "Here's the definition of an official Hidden Mickey: a partial or complete image of Mickey Mouse that has been hidden by Disney's Imagineers and artists in the designs of Disney attractions, hotels, restaurants, and other areas. These images are designed to blend into their surroundings. Sharp-eyed visitors have the fun of finding them."

*"Disneyland's Hidden Mickeys: A Field Guide to Disneyland Resort's Best Kept Secrets," page 15.
© 2007 by Steven M. Barrett*

NAPMW - Serving All Mortgage Professionals Who Want To Excel And Employers Who Want Excellence!

Headquarter Heads Up is sent periodically each month to NAPMW's general mailing list to keep members apprised of events and other information. Please [click here](#) to cancel your complimentary subscription. Your record will be coded not to receive this e-blast, but your email address will remain in NAPMW's membership database.



It Depends

By Mike Brubaker

One of the more frequent questions I am asked is: "Which improvements to my property will add value? Is there a set of appraiser guidelines used to determine that value?"

For those who have heard me speak, we have a lot of fun with "It depends". I have appraised thousands of properties and fielded many questions concerning appraisals and appraised value. Over the years, I have concluded that the answer to most appraisal questions is "It Depends". So, when it comes to what property improvements will add value, is "it depends" still the answer?

Let's first dispel some appraisal myths. There are no magical or mysterious appraiser guidelines used to determine the value of a property. Sometimes, I wish there were. It would make my life easier. Value created by adding improvements is determined by buyer demand for the added improvement in that given marketplace. That's a mouthful. What it means is, a decorative windmill in the front yard may add value in some neighborhoods, but may be considered an eyesore in other neighborhoods.

New paint and carpet is usually considered a positive feature unless the paint is yellow and the carpet is pink shag. Some old hippie driving a Volkswagen van with yellow and pink flowers on it will call me and ask what I have against either color. It's nothing personal, but if you are going to do paint and carpet, you need to select colors that will appeal to the widest group of potential buyers. Even if the paint and carpet is brand new, if the color selection is wrong, most potential buyers are mentally calculating how much it will cost to replace it.

I bought a house twenty years ago that had a different color scheme in every room. The kitchen and master bedroom was blue, one of the bedrooms was orange and one was green. The family room had dark paneling and dark hardwoods. I got a great deal on that house because most buyers could not see past the "unique" color scheme.

Usually when someone is asking about improvements that will add value, it is a seller wanting to spend \$500 and get a \$25,000 boost in value. I may be exaggerating a little, but probably not much. Sometimes, the question comes from someone wanting to increase the value of his home for refinance purposes. Their motivation is the greatest return for the smallest amount of cash. Neither person is interested in spending \$4,500 to get a \$5,000 benefit.

So, is there a list of things you can do to improve the value of your home? You bet. The first thing you do is go to your favorite hardware store and buy A BUNCH of those heavy-duty garbage bags. Go back home and fill them up. Stuff them full of junk. Outside junk and inside junk. Fill them full of leaves, weeds, beer cans, dead or overgrown landscaping.

Buyers (and appraisers) get their first impression of the house when they first pull up. You never get a second chance to make a first impression. An unkempt yard or poorly maintained exterior can cause many prospective buyers to drive away without even seeing the interior of the home. Trim the hedges, remove dead wood from the trees, get rid of that toilet being used as a planter. Make sure your lawn looks healthy and green. If your gutters are sagging, get a ladder and fix them. If the exterior of the house is dirty, rent a power washer and clean it. If the siding has missing or broken shingles, replace them. Clean the windows. While you have the power washer, clean the driveway and sidewalks.

Be careful. Power washers are addictive. You start cleaning something and then you notice how dirty everything around it is. Next thing you know, the sun is going down and you are lining up the kids and dogs for a power shower. There should be a warning on those things. You will be sore the next day when you take that power washer back.

Now let's go inside. Bring those garbage bags with you. Clean the windows, inside and out. It's amazing how much brighter your home is with clean windows. Best leave that power washer outside, but a carpet shampooer may be a good idea. Add a shine to hardwood and vinyl floors. Replace burnt bulbs and put in brighter light bulbs while your home is on the market.

Reduce clutter. Reduce clutter. Reduce clutter. Throw it away, box it up and store it, whatever. Just get it out of the house. Don't jam this stuff into the closets. Buyers will be looking in the closets. You want the closets to look airy, spacious and organized. Move off-season clothing out. Un-clutter the closets.

Clean everything. Start with surfaces you physically touch. Light switches, door handles, particularly front door hardware, counter tops and handrails. Pay special attention to sinks, sink fixtures, bathtubs, shower doors and curtains. Replace these items if necessary. Spend money on items a buyer actually touches.

Then move onto ceiling fans, shelves, shoe moldings, picture frames, etc. Hire a cleaning service if necessary.

Odors. It's the first thing a person will notice walking into a house. If you are a pet owner or smoker, invite a non-pet owner or non-smoker inside to sniff around. If you consider yourself quite the accomplished chef, be attentive to food smells. Some can be fairly pungent and long-lasting. Think salmon or cabbage, some Asian and Indian spices. Unpleasant odors will adversely affect a buyer's perception of the house and must be dealt with immediately. The problem is, when you are living there, you can't smell them. Appeal to the eyes and nose. Fresh paint is attractive and one of the easiest way to clean walls and trim. Stay with relatively neutral colors.

Noise. Is your house close to a freeway or airport flight path? Put on some nice music at low level. I have a friend who drives a classic old car. I heard him respond once to a question once about rattles and noises inherent with an old car. He said, "turn up the radio". Problem solved.

After cleaning, the greatest return on your money will be derived by making needed repairs. Needed repairs are those repairs a typical buyer would make immediately after buying the home. You know what those items are. Replace defective electrical or plumbing items and broken windows. Repair rotted wood and leaky faucets.

Be careful not to over-improve. All improvements to a property must be made within the context of the neighborhood. Granite counter tops and marble floors are all the rage now, but you don't want to spend the money to install them unless buyers in that neighborhood expect them. The same is true for dual pane windows and jetted tubs.

There are numerous studies, mostly funded by interested parties claiming that a variety of renovations or additions will improve the value of your home. The Lumber Association says a wood deck adds value. Pool builders say a pool adds value. Painters say fresh interior or exterior paint adds value. The Remodelers Council says it's an updated kitchen or master bathroom that adds value.

Most of their own studies show that the value added is less than the cost of the improvements. Most of us aren't interested in spending more than we get back in return. There is an economic concept called the law of diminishing returns. If your home is already the biggest and nicest in the neighborhood, then making additional upgrades to it will result in little or no additional value.

If your home is one of the smaller homes and needs some TLC, then your improvements may significantly add to the value of your home. You make the greatest return on your investment if your improvements will bring the condition of your house up to, but not over, the average house in the neighborhood.

If you are considering substantial repairs or renovations, I suggest hiring a knowledgeable appraiser. (Have to get a plug in somewhere.) Have him/her appraise the property "as is" and "as if improved". If the value gained exceeds the cost, then the repairs or renovations make economic sense. You sure hate to find out that the \$150,000 you spent to put in a tennis court netted you no additional value at all. The cost of an appraisal is money well spent.

So, which repairs add value? Whether you want to increase the value of your home for sale or for refinance purposes, all of the clean up and reduce clutter items are effective and low cost. Once you get into larger repair/renovation items, the rule of thumb is; if the repairs make your home nicer than most homes in the neighborhood, the cost of the repairs may not be fully recovered as additional value. If your home is inferior to most of the homes in the neighborhood, then the repairs/renovations will likely result in an increase in value greater than the cost of the repairs.

The National Association of Realtors (NAR) has its own study. They say that nationwide, the second most desirable feature among buyers is additional garage storage space. The most desirable feature, the only thing more important than garage space, was central air conditioning. Here in Houston, we can appreciate that.

Remember that first impression thing. Fix up the exterior first. Clean the windows, then clean everything else. Get rid of clutter. Make certain your house smells pleasant. Spend money on household items you actually touch. If it's broke, fix it.

Don't over-improve. If you are contemplating spending a lot of money or making substantial changes, consult a knowledgeable appraiser. Don't know of one? Ask your Realtor or lender.



Mike Brubaker, SRA
President
Brubaker & Associates, Inc.



**Don't miss our upcoming
Education Classes in
Houston and The Woodlands
Mark your calendars now!!**

September 2008

09-19th & 20th -2008 | **Special Event** - NAPMW Central Region Conference
Registration Fee Required

October 2008

10-09-2008 | **Houston** - HUD-1/Title/Closing
10-16-2008 | **Woodlands**: FHA Processing

November 2008

11-13-2008 | **Houston** - Underwriting the Self Employed
11-20-2008 | **Woodlands**: Underwriting the Self Employed

December 2008

Joint Holiday Social

January 2009

01-15-2009 | **Houston** - Wholesale Lending
01-22-2009 | **Woodlands**: Mortgage Ethics

February 2009

02-12-2009 | **Houston** - Mortgage Ethics

March 2009

03-12-2009 | **Houston** - Stay Current with FNMA & MI Updates
03-19-2009 | **Woodlands**: Mortgage Fraud

April 2009

04-16-2009 | **Houston** - Marketing to the Public

Remember all our local education classes are free with your membership.
Special events require additional registration fees

To register for a class go to www.napmwhouston.org

Not a member contact:

Richard Alvarado @ (713) 254-1530 or Richard@Richardalvarado.com



Visit www.NAPMWHouston.org to register,
or if you would like to get a booth, please see the attached information.

Adventures are found at the **NAPMW - Houston Networking Trade Show**

“The Paris Adventure”

This year, the Trade Show is combined as a welcoming party for the NAPMW Central Region Conference.

Come together with industry representatives, from Real Estate, Mortgage, and Banking Communities networking to SURVIVE the summer season. The environment will encourage participants to explore, grow, & learn. Who will the Survivor be?????

Date: September 18th Time: 6:00pm – 8:00pm

**Where: Crowne Plaza Hotel
9090 Southwest Freeway, Houston, Texas 77074**

The SURVIVOR Event is FREE to all participants. Appetizers and 1 beverage ticket for the first 300 attendants will be provided FREE of charge.

Please RSVP at www.NAPMWHouston.org

If you would like to advertise or obtain a booth, information is provided in the Advertiser's Guide.



MEMBERSHIP CORNER



Welcome to our NEW Members

**Vilma Ham with Noble Mortgage referred by Kathryn Hardeman
Kayse Kocurek with JDH Capital referred by Richard Alvarado
Jane Meredith with Cedarstone Mortgage referred by Richard Alvarado**



for renewing your membership

David Hoffman with Houston Associates

NAPMW Houston is the largest association for NAPMW nationally. Let's stay number 1 and get the word out that we are here to help promote education in the mortgage industry. Let your friends know of the benefits you have received with your membership and the GREAT education that we have to offer in Houston and The Woodlands.

Don't forget that you get twice the education with your membership now that we have expanded to The Woodlands. Be sure to refer to our website www.napmwhouston.org for all upcoming education classes and events.

ATTENTION!!

*There Will Be A Silent Auction During
The Region Conference On
September 18-20 In Houston, Texas!!*



For Questions Regarding the Silent Auction
Please Contact:

Ginny Miller
Services and Resources Co-Chair

Direct: 512-583-1033
Alternate: 512-731-5949
Fax: 512-583-0202

If you are dropping an auction item off, please
let me know. Thank you!!



Please bring an item that best represents your state or city!

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NAPMW *National Association of
Professional Mortgage Women*
Central Region

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- Appraisal Fraud - Can You Spot It?
- Texas Pre-Audit Preparation
- Forensic Underwriting

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Douglas B. Foster, Commissioner
INDUSTRY LETTER, Volume 08-03 May 2008

SUBJECT: Fair and Accurate Credit Transactions Act (FACT Act) Final Rules

The federal financial institution regulatory agencies and the FTC have issued final rules and guidelines implementing Sections 114 and 315 of the FACT Act.

Red Flag Guidelines: Each institution offering any account for which there is a reasonably foreseeable risk of identity theft must establish a written Identity Theft Prevention Program. The Board must approve the Program and personnel must be appropriately trained. The guidelines include a supplement that identifies 26 patterns, practices, and specific forms of activity that are "red flags" for possible identity theft.

The Program must include reasonable policies and procedures for assessing risk, detecting, preventing and mitigating identity theft and must enable the institution to:

- Identify relevant patterns, practices and specific forms of each activity that are "red flags" signaling possible identity theft and incorporate those red flags into its Program;
- Detect red flags;
- Respond appropriately to any red flags that are detected to prevent and mitigate identity theft; and
- Ensure the Program is updated periodically to reflect changes in risks from identity theft.

Additional requirements under the final rules:

- Credit and debit card issuers must develop policies and procedures to assess the validity of a request for a change of address followed closely by a request for an additional or replacement card; and
- Users of consumer reports must develop reasonable policies and procedures to be applied when receiving notice of an address discrepancy from a consumer reporting agency.

A full copy of the final rules and guidance can be accessed electronically at <http://www.ots.treas.gov/docs/4/481019.pdf>. Compliance with the final rules is mandatory on November 1, 2008. Compliance with these rules will be reviewed at your institution's next regular examination. If you have any questions or would like to discuss this matter please contact Commissioner Foster at 512/475-1353 or Caroline C. Jones, Chief Thrift Attorney, at 512/475-1038.

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Homeownership Today

Fighting a ban

A California nonprofit has launched an online effort to mobilize opposition to the Oct. 1 ban on seller-funded down payment assistance.

The ban, written into law by President Bush when he signed the Housing and Economic Recovery Act last month, will have a widespread effect on home sales, according to some local housing experts. "It's another mortgage program that goes away that further helps put families in homes," David Jarvis of Metrostudy said.

Sacramento, Calif.-based Nehemiah Corporation of America, which provides this kind of down payment assistance, launched a Web site, www.DPAGroundSwell.org, to organize opposition to the ban. Nonprofit groups like Nehemiah receive a contribution from the seller. Some of that money goes to the buyer for a down payment.

The company said such programs have made it possible for more than 1 million families to qualify for a 3 percent mortgage insured by the Federal Housing Administration. There are concerns that homes with this type of assistance end up far too frequently in foreclosure.

The site provides information on the ban and ways people can get involved in fighting it. It also encourages visitors to give support to a bill that would reinstate the practice indefinitely. "If I was a betting man, I'd say we stand a good chance of having that reoccur," said Brian Binash, president of the Houston Association of Home Builders. "However, if you're a consumer looking to buy a home, I would not wait."

nancy.sarnoff@chron.com

Some Insight...

The rising home prices of previous years created a housing bubble that hid a lot of mortgage loan fraud. Now that the bubble has burst, however, these cases will start rising to the top. As long as property values kept growing, borrowers who got into financial trouble could still refinance their home, pay everyone off, and take out enough cash to make payments for a few more months. But the home equity gravy train has come to a screeching halt and the days of borrowers using their homes as ATMs are over.

With increasing emphasis on a "back to basics" approach to mortgage lending: full underwrite, income and deposit verifications, and LTV limits, it's critical to remember that fraud – which became so easy during the mortgage industry expansion of recent years – is still out there.

Stated-income and NINA (no income, no asset) loans led to the origination of many deals that we're finding out now should never have been made. With these types of loans now off the table, fraud investigators will be encountering greater numbers of the scams we saw in past years, the types that don't rely on inflated home prices to succeed. The following are some potential scams that you should be aware of.

With NINA and stated-income loans, there was no need for fraudsters to alter or fabricate income documents or Verifications of Deposit. In many cases, those documents will now need to be re-verified. Watch out for incidents where documents have been altered and for accounts that are owned by the seller, the agent, or even the loan officer – rather than the buyer – when you review deposit verifications. Also, take note of any unfamiliar depositories. I recently saw a Verification of Deposit from a financial services company that was actually owned by the loan officer. Another type of fraud that you should be aware of involves the misuse of Social Security numbers. In a recent situation, for instance, one valid SSN was found to be associated with more than 300 names. Unlike "true name" identity theft, Social Security numbers are often hijacked to obtain employment or various financial services. Pay close attention to credit report alerts that reference other names associated with any Social Security number. This is not necessarily an identity theft alert; the borrower may not even be aware of the situation.

Alerts may also indicate that the Social Security number in question has never been issued or was issued prior to the borrower's date of birth, or that a death record has been filed in connection with the number. In these cases, there are only two possibilities – a data entry error or a case of fraud.

Despite the current turmoil in the economy, there's been no reduction in the number of infomercials that promise to make you a millionaire through flip sales. In order to carry out flip sales, those involved need a large inventory of low-cost or "undervalued" homes. Expect to see these, about six months to a year down the road, after the foreclosure cycle, particularly in some of the states with high foreclosure rates. Be on the lookout for LLC sellers, sellers that aren't the owner of record, or contracts that reference a right of assignment. Check the title work to verify ownership. In a flip sale, the property will likely be vacant and may already have been through a foreclosure sale. Watch your local paper for "How to be a Real Estate Millionaire" seminars being held in your state or town. Attend one of these sessions if possible, but be sure to take your blood pressure medicine with you. Not all flip sales will turn out to be fraud scams, but an ounce of prevention is worth a pound of cure.

There will also be more foreclosure bailout schemes. These haven't been common for awhile, but some borrowers will use straw buyers to keep their homes, and they will be hard to spot. These may be short sale requests, in which the purchaser is actually a well-intentioned family member or friend. Such a transaction would provide borrowers with immediate debt relief, save their credit records from a foreclosure or bankruptcy, and keep them in their homes, at least temporarily. However, these transactions will probably end up in foreclosure again.

When you're reviewing a loan, be sure to look closely at who is being paid on the HUD-1, even from the seller's funds. Recently, I saw a HUD-1 that had multiple companies receiving funds related to the loan, and all of those "companies" were owned either by the buyer, the seller, or a loan officer. Be sure to look for referral or assignment fees, and for large repair amounts. Confirm company ownership of any suspicious payouts.

Some borrowers may be tempted by the opportunity to "buy up and bail out." In some markets, they may be able to locate a bigger, better home (or a home similar to one they already have) for much less than their current home. They will apply for a new loan to purchase this larger property, providing a lease agreement for their first home. These lease agreements will often be fabricated and the borrowers will keep the loan current just long enough to move to their larger, but cheaper, home – and then default on the old one.

This list of fraud schemes is just a beginning – there may be others that we're not yet aware of. But with the trend toward traditional underwriting and a more thorough file review, there's hope. As useful as automated underwriting systems are, the first and best line of defense against mortgage fraud is an astute underwriter, with the ability to consider the first rule of underwriting – does this loan make sense? By focusing on quality underwriting, loans and decisions will be made that make sense for everyone involved.



Linda LeJeune
Director,
Special Investigation Unit
AIG United Guaranty

This article originally appeared in the August 2008 residential edition of Scotsman Guide.



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WHERE TO FIND...

Economic Data

Economic statistics are analogous to the vital signs of the body: they tell us how healthy we are. The Dallas Fed produces a number of statistics that track the Southwest regional economy and the U.S. economy. In this section, you'll also find financial data, Dallas Fed indexes and links to international data sources.

Regional Data Resources

- [Metro Business-Cycle Indexes](#)
- [Texas Manufacturing Outlook Survey](#)
- [FRB Dallas-Adjusted Texas Employment](#)
- [Dallas Beige Book](#)
- [DataBasics](#)
- Economic Updates: [Regional](#) | [Houston](#) | [El Paso—Cd. Juárez](#)
- [Hot Stats](#)
- [Regional Economic Indicators](#)
- [Quick Slide Show on the Regional Economy](#) 
- [Quick Slide Show on the Maquiladora Industry](#) 

Regional Economic Data by State

- [Texas](#)
- [Louisiana](#)
- [New Mexico](#)

Regional Economic Data by Topic

- [11th District Agricultural Land Values](#)
- [Texas Industrial Production](#)
- [Texas Leading and Business-Cycle Indexes](#)
- [Energy](#)
- [Housing](#)
- [Local Area Employment and Unemployment](#)
- [Payroll Employment](#)
- [Personal Income](#)
- [Consumer Price Index](#)



Financial Data

- [Eleventh District Banking Tables](#)
- [Interest Rates](#)
- [Monetary Statistics](#)

Dallas Fed Indexes

- [Trimmed Mean PCE Inflation Rate](#)
- [Metro Business-Cycle Indexes](#)
- [Texas Index of Leading Indicators](#)
- [Texas Business-Cycle Index](#)
- [Texas Industrial Production Index \(TIPI\)](#)

U.S. Economic Data

- [Quick Slide Show on the U. S. Economy](#)
- [Quick Slide Show on the U.S. Housing Market](#) 
- [Statistical Releases](#) 
- [Energy](#)
- [National Income and Product Accounts](#)
- [Housing Starts](#)
- [U.S. Government Securities Series](#)
- [Industrial Production & Capacity Utilization](#)
- [Manufacturers' New Orders](#)
- [Household Survey](#)
- [Payroll Employment](#)
- [Prices](#)
- [Retail Sales](#)

Off-site Resources and Links

- [Beige Book](#) 
- [U.S. Census Bureau](#) 
- [Bureau of Economic Analysis \(BEA\)](#) 
- [Bureau of Labor Statistics \(BLS\)](#) 

International Economic Data Links

Are you looking for some inexpensive advertising?



Place an AD in the NAPMW-Houston Newsletter!!

Our newsletter is distributed to over 1,000+ mortgage professionals on a monthly basis and we want to give you the opportunity to get in on the action! Pricing is for 12 rolling issues and is as follows:

- Full Page: \$250 (member price) or \$300 (future member price)
- One half Page: \$125 (member price) or \$150 (future member price)
- One quarter Page: \$60 (member price) or \$75 (future member price)
- Business Card Ad: \$25 (member price) or \$30 (future member price)

Please contact **Aaron T. Hansz at 832.439.3280** or at aaron@akgco.com with any questions!

HELP WANTED FOR NAPMW-HOUSTON

MEMBERSHIP:

Want to help in growing our organization? Contact Richard to help with the Membership Committee!

Richard Alvarado
713-254-1530
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SERVICES AND RESOURCES:

Like throwing parties? No one likes to throw a party as much as Mark does so give him a call today and join the fun!

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NEWSLETTER:

Have a topic to add to the Newsletter, need to advertise to over 2,000 LO's, brokers, and other members of NAPMW, or want to have a subject further explored? Call Aaron!

Aaron T. Hansz
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aaron@akgco.com

Are you a designated mortgage professional? If not, WHY?

As competition increases, customers will demand knowledgeable and well-versed individuals to access and serve their needs. If you do not understand the mortgage industry, federal regulations, and all facets of the loan cycle, you may be left behind. As customers themselves become more educated about the mortgage process, shouldn't you?

The Institute of Mortgage Lending offers three designations...

Graduate of Mortgage Lending (GML)

Experience Level: 1 or more years in the mortgage industry
Prerequisites: None
Participation Requirement: Correspondence or Online
Written Exam: Yes
Oral Exam: No
Continuing Education: Yes



Master of Mortgage Lending (MML)

Experience Level: 1 or more years in the mortgage industry
Prerequisites: Graduate of Mortgage Lending
Participation Requirement: Correspondence
Written Exam: Yes
Oral Exam: No
Continuing Education: Yes



Certified Mortgage Instructor (CMI)

Experience Level: 3 years professional experience in the mortgage industry
Prerequisites: Instructor Development Workshop
Participation Requirement: Workshop Participation
Written Exam: No
Oral Exam: No
Continuing Education: Yes



The Institute of Mortgage Lending offers individual GML/MML/CMI course registrations, as well as a corporate licensing program that provides corporations with the opportunity to participate in the GML/MML/CMI designation programs for their company employees. To register contact the NAPMW Offices at (800) 827-3034 or write to the Association at - info@napmw.org or cindy@napmw.org.



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The History of NAPMW-Houston

The History of NAPMW-Houston began due to a friendship between a Houston Mortgage Banker and a Phoenix Mortgage Banker. Glenyce Holly, an Underwriter for North American Mortgage in Houston, was a friend with Lyn Eppelstone in Phoenix. Lyn was a member of an organization called APMW and invited Glenyce to the National Annual Meeting in Salt Lake City in May 1981. Glenyce was so excited about the education and networking of APMW that she could hardly wait to share it with her mortgage friends back in Texas.

In August 1981, 35 mortgage women met for an informational meeting that quickly became an organizational meeting. Houston APMW was chartered two months later on October 14, 1981. After our association began, APMW exploded in Texas, with charters in San Antonio, Austin and Dallas.

Donning our cowboy boots, cowboy hats and yellow rose lapel pins, we attended our first National Annual Meeting in Anaheim, California in May 1982. The National Board was not sure they had done the right thing by chartering these bold Texans after we arrived at the meeting! We immediately bid for the National Annual Meeting to be in Houston in 1986, and imported cases of Lone Star longnecks for our reception. Joe Bob, a wooden armadillo on wheels, was our mascot and went everywhere with us.

Glenyce Holly became our first Region 3 Governor (in today's system – Central Region VP) and we were off to the races!

Literally, off to the races – one of our first fundraisers was a bus trip to Delta Downs, a Louisiana horse race track, where one of the races was named for Houston APMW. The history of NAPMW Houston is just starting – stay tuned for the next chapter!

Past Presidents of NAPMW Houston

| | |
|-----------------------------------|---|
| 1981-1982 Glenyce Holly Russell | 1996-1997 Katye Cramer |
| 1982-1983 Maria Mire (deceased) | 1997-1998 Marlys Whitley |
| 1983-1984 Betsy Costa/Maria Mire | 1998-1999 Dawn Phillips |
| 1984-1985 Betsy Trice | 1999-2000 Nancy Dalton |
| 1985-1986 Pat Diedrich (deceased) | 2000-2001 Chris Price |
| 1986-1987 Kathie Kosicki | 2001-2002 Barbara McMullin & Donna Sides |
| 1987-1988 Barbara Jacobs | 2002-2003 Donna Sides |
| 1988-1989 Pat Cundiff (deceased) | 2003-2004 Nancy Dalton |
| 1989-1990 Pam Daine | 2004-2005 Cheryl Moreau |
| 1990-1991 Betsy Costa | 2005-2006 Janice Shugart |
| 1991-1992 Betsy Costa | 2006-2007 Richard Alvarado |
| 1992-1993 Jeanne Kidwell | 2007-2008 Kathryn Hardeman |
| 1993-1994 Georgia Moses | 2008-2009 Scott Hilton |
| 1994-1995 Barbara Jacobs | |
| 1995-1996 Everett Anschutz | |

FALL in LOVE with NAPMW!



*I came for the Education... I stayed for the friends...
What I received... an Enhanced Mortgage Career!*

EDUCATION

FREE Educational Training on Topics such as:

SML Compliance
Mortgage Lending Laws
Credit Scoring
Processing Guidelines
FHA / VA
Identity Theft
Underwriting Panels

and more!

Our accredited education events are usually every other month and are FREE to NAPMW Houston Members.

Get the schedule:
www.NAPMWHouston.org

Look for information about our future events and meetings at our website:
www.NAPMWHouston.org

MEMBERSHIP INCLUDES:

Incredible Networking Events
Increasing Leads
Notes and Deeds (4 printed issues)
Individual Insurance Coverage
Discounts at NAPMW Events
NAPMW Branded Credit Card
Online Membership Listing
Access to Members-Only Content on NAPMW Website!

DISCOUNTS INCLUDE:

GML and MMLS Credentials
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Subscription to Mortgage Originator
Subscription to Origination News
DHL Airborne Express Shipping
Broadwing Long Distance Communication Services

For information about joining NAPMW Houston, please contact Richard Alvarado at 713-254-1530 cell.