



Mortgage ROUNDUP

Texas Mortgage Bankers Association

May/June 2008 | Volume XVII Issue II

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President's Message

S. Van Stewart

Wow! What a difference a year makes. The credit crisis has taken a significant toll on mortgage lenders of all sizes. Delinquencies and foreclosures are on the rise, non-agency mortgage-backed securities have disappeared, whole categories of mortgage products are no longer available, and underwriting guidelines have tightened dramatically.

As they look to the future, mortgage lenders are re-evaluating policies and procedures on both the servicing and production sides, and are making adjustments and changes that will enable them to grow and prosper in a new environment.

The Texas Mortgage Bankers Association stands ready to help. Education and advocacy have always been the focus of TMBA, and this year they are more important than ever. We plan to work more closely with each of the local MBA's to coordinate our efforts to bring value to every member. We are planning three significant seminars that we hope will bring in industry leaders and new ideas that will help our members be successful. Tommy Bastian, and the Government Relations Committee, behind the leadership and expertise of our General Counsel, Larry Temple, are already gearing up for what is likely to be a very challenging legislative session in Austin.

It is my hope that our entire membership will get behind these two important efforts. Your assistance and participation in each of our seminars will increase their importance. Your success and your involvement in the legislative process can help assure that we will continue to operate in the most business friendly environment possible.

Starting with a series of meetings with the leadership of the Texas Land Title Association, which led to the voluntary adoption of guidelines for Best Practices for the Real Estate Settlement Process by both our organizations, the Executive Committee is making an outreach to the associations that represent realtors, builders, mortgage brokers, bankers and other business interests. Through a series of informal meetings with the leadership of each organization, we hope to share our concerns, our goals, and our positions on the issues, and to combine our political strength where possible.

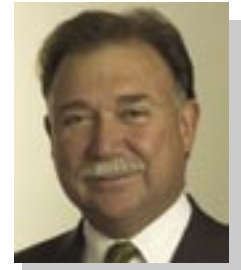
Fairly or unfairly, the mortgage industry has faced a barrage of bad publicity over the last year, and proposals for new restrictions, increased regulation, and changes to licensing are cropping up at all levels. As Larry Temple prepares to protect our best interests, there are two significant ways our membership can support him.

First, get to know your own state senators and representatives. These individuals are most concerned about their own constituencies and your individual voice will make our collective voice all the more powerful.

Second, and the most important part of my message to you, please make a contribution to the TMBPAC. The more support we can give the legislators that are sympathetic to our positions, the more likely we are to succeed. Your individual contributions, and your influence on increased PAC contributions from others within your companies, have never been more important.

Together we'll have a great year.

Sincerely,
S. Van Stewart



2008-2009 President Officers Directors

The Texas Mortgage Bankers Association (TMBA) is pleased to announce the election of Mr. S. Van Stewart as President for 2008-2009. Mr. Stewart was installed during the TMBA 92nd Annual Convention at the Hyatt Regency Hill Country Resort and Spa on May 20, 2008.

Van entered the mortgage banking business in 1978 following college and two years as a market maker on the Chicago Board Options Exchange. He managed production and secondary marketing operations for both local and national mortgage banking companies before starting his own company, First Texas Mortgage, in 1989.

Van joined SWBC Mortgage Corporation when they purchased his company in February 1999. The combination of the companies created the largest locally owned mortgage origination company in San Antonio and in December of 2007 he spearheaded an acquisition of an additional 15 branch locations for the mortgage operation.

A native San Antonian, Van is a past president of the San Antonio Mortgage Bankers Association. He is a past director of the Texas Mortgage Brokers Association, and a current member of the San Antonio Board of Realtors and the Greater San Antonio Builders Association.

In addition, he is active in various civic and charitable organizations. He is a board member of the San Antonio chapter of The Make a Wish Foundation, the San Antonio German Club, and currently serves as the Chairman of the Board of the Friends of Christus Santa Rosa Foundation.

New Officers assisting Mr. Stewart include: **Vice President – John Watson** of Countrywide Home Loans, Inc in Houston, **Secretary-Treasurer – Scott Norman** of Generation Mortgage in Austin, and **Associate Representative – Jay G. Beitel** of Polunsky & Beitel, LLP in San Antonio.

New Directors serving on the TMBA Board are: **Clifton A. Crabtree** of First Continental Mortgage Company in Houston, **Larry B. Litton, Jr.** of Litton Loan Servicing LP in Houston, **Michael Lima** of Fannie Mae in Dallas, and **Ron Rogers** of PrimeWest Mortgage Corporation in Lubbock

The Texas Mortgage Bankers Association is committed to being a powerful, quality-focused association of real estate finance professionals that provides the best educational resources, government advocacy and industry interaction available for building a viable, competitive and profitable mortgage lending and servicing industry in the state of Texas.

Upcoming TMBA Meetings & Conferences

**Summer
Directors Meeting**
August 10 - 12, 2008
Broadmoor
Colorado Springs, Colorado

**58th Annual Educational
Seminar & Marketplace**
November 17 & 18, 2008
Marriott Westchase
Houston, Texas

**Winter
Directors Meeting**
January 25 & 26, 2009
Hotel Contessa
San Antonio, Texas

**Senior Executive
Officers & Managers
Conference**
March 15 - 17, 2009
Four Seasons Hotel
Austin, Texas

2008-2009 Committee Chairs

Convention Committee

Mike McFarland
E-Title, a Division of Stewart
Mortgage Information

Education Committee

Thomas Tallent
Colonial National Mortgage

Future Mortgage Leaders

Julie Walker
Fifth Third Mortgage

Government Relations Committee

Tommy Bastian
Barrett Daffin Frappier
Turner & Engel, LLP

Local MBA Liaison Committee

Renessa Knowles
PrimeWest
Mortgage Corporation

Membership Committee

Mary Pirrello
Southwest Securities, FSB

Planning and Development Committee

David E. Frase, CMB, AMP
Southwest Securities, FSB

Regulatory/Compliance

Thomas F. Veters, II
Robertson | Anschutz

Secondary Committee

Gil Lopez, III
Stanford Group Company

Seminar Committee

Rob Macioce
SWBC Mortgage Corporation

Servicing Committee

Jack Bryant
CBC Innovis

TMBA Recognizes Extraordinary Leadership



The Texas Mortgage Bankers Association (TMBA) honored **Susan T. Stewart**, President of SWBC Mortgage Corporation, with the 2008 Distinguished Service Award at the Texas Mortgage Bankers Association's 92nd Annual Convention on May 20, 2008 at the Hyatt Regency Hill Country Resort and Spa in San Antonio, Texas.

Each year since 1953, TMBA has recognized individuals who provide extraordinary leadership and service to the association and the mortgage banking industry. The contributions made by such an individual go far above and beyond those of ordinary service.

Susan Stewart joined SWBC in 1989 as Senior Vice President of SWBC Mortgage Corporation, and in 1991, she was elevated to the position of President. She is an experienced mortgage banker with more than 22 years of lending and management experience, including two collaborative efforts culminating in the opening of a joint venture mortgage operation and title company.

Prior to joining SWBC, Susan opened and managed a mortgage operation for a homebuilder with offices in San Antonio and Houston, Texas. Susan specializes in the development of innovative outsourcing solutions for financial institutions and retail mortgage banking. During her time with SWBC, she has expanded the footprint of the mortgage operation to include multiple states in the southeast, Midwest, and western portions of the country.

Susan received a bachelor of business administration from the University of the Incarnate Word. She recently served as a Director for the Texas Mortgage Bankers Association. She is a past President of the San Antonio Mortgage Bankers Association, a past member of Sterling Bank's Alamo Heights Business Development Board, a past member of the SW FNMA Homeownership Collaboration, and a licensed real estate agent. In addition, Susan is chairing the 2008 North Chamber's Small Business Leaders awards event.

3 Future Mortgage Leaders rd Annual Silent Auction

a successful silent auction

silent auction recap

The Future Mortgage Leaders (FML) Silent Auction was a success at this year's annual convention. The bids received for the collection of items, which ranged from autographed memorabilia, hotel and resort stays, electronics and gift baskets, have once again generated enough money for the FML/James Wooten Scholarship fund to send three more candidates to the MBA's Future Leaders Program in 2009. Jonathan Grafflin was this year's 2008 scholarship recipient.

When the scholarship was established in 1993, the Future Mortgage Leaders' goal has been to raise funds for this once in a lifetime opportunity to participate in MBA's program.

The MBA Future Leaders Program focuses on developing new leaders who will guide our organization and industry in the years to come. FML sends up to three deserving individuals to the national MBA's Future Leaders Program. This prestigious program has delivered a top curriculum of leadership and business management into the real estate finance industry's most promising professionals.



This year's FML/CMB Scholarship recipient Jeff Schmidt

thank you sponsors and those who donated

Once again, a big thank you to Gene O'Bannon and eMortgage Logic, LLC for hosting the massage chairs with tips going to the FML/James Wooten Scholarship fund. Also thanks to those who sponsored and donated moneys and items for the annual silent auction.

Sponsors

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Primus Services Group LLC
Republic Mortgage Insurance Corp.
Republic State Mortgage

Donations from

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Mortgage Guaranty Insurance Corporation
Polunsky & Beitel, LLP
Ray J. Daniel, Polunsky & Beitel LLP
Republic State Mortgage
Robert Wagon
Southwest Securities, FSB
Texas Capital Bank, N.A.
TitleServe
W.R. Starkey

Hyatt Hill Country Resort | San Antonio, Texas

May 19 - 21, 2008



92nd Annual Convention

blueprints for the future

2008 Convention Keynote Speakers and Events Recap

Thank you to both our keynote speakers who were received with a hearty welcome. Mr. Winner created a room full of excitement and enthusiasm for the mortgage business while Dr. Rubin "Hurricane" Carter's presentation encouraged the convention attendees to follow their dream no matter the obstacles.

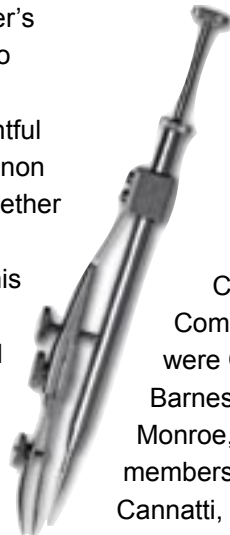
Also included in the program were two insightful sessions, one on Best Practices lead by Robert Wagnon and the other on Faster Loan Purchases brought together by Brian Davenport and the Technology Committee.

2007-2008 TMBA President Michael D. Minnis congratulated Convention Committee Chair Kevin Gugenheim on a job well done. Kevin was presented with a plaque of appreciation for his hard work and coordination that made this year's convention a success.

MBA Chairman Kieran P. Quinn, CMB swore in the new 2008-2009 TMBA Officers and Directors and gave an update-to-date, informative presentation on the state of our industry.

Special Thank You's

Very special thank you's to our convention sponsors and exhibitors. Don't forget to reach out to those who exhibited for your product and service needs.



Thank you Convention Committee Members

Congratulations to the 2008 Convention Committee on a job well done. Committee members were Chair J. Kevin Gugenheim, Vice-Chairs Heath Barnes, Kittie Gugenheim, Rob Macioce, Tom Monroe, Vicki Murphy, Robert H. Wagnon, and members Blane L. Bauch, Judith A. Belanger, Mike Cannatti, Joe Collins, Pamela Daine, Brian Davenport, Malcolm Fitzgerald, Jody Jordan, Terry L. King, Tom Overbeck, Jeff Raich, Lois Shanks, Mary Simmons, Ashley Wenmohs, Ian Wright, and David Zugheri CMB,

92nd Annual Convention *PICS*





TMBA 2008-2009 Membership Directory Advertising

Reserve space for your company's advertisement in the 2008–2009 TMBA Membership Directory.



By advertising in the TMBA Membership Directory, your organization will receive the recognition it deserves, as well as additional exposure for your products and services. The annual directory is mailed to more than 800 TMBA members. These members use the TMBA Membership Directory as a 24/7 resource and reference tool. In addition, the directory is also an excellent source for networking among our members who represent the mortgage banking industry. Increase your visibility within our industry and advertise with us today.

Rates:

Prominent Locations — 4-color ads

Front cover	sold
Inside front cover	sold
Back cover	2300
Inside back cover.....	2300

Tabs — 4-color ads

full page	4½ x 7½.....	2200
½ page.....	4½ x 3½.....	2050
business card	3 x 2.....	1900

Tabs — black & white ads

full page	4½ x 7½.....	1600
½ page	4½ x 3½.....	1450
business card	3 x 2.....	1300

Text pages — black & white only

full page	4½ x 7½.....	900
½ page	4½ x 3½.....	700
business card	3 x 2.....	300

*6 tabs available

contact TMBA (512.480.8622) for more information
or submit your order using page 8 of the newsletter

2008-2009 | Marketing Opportunities

why advertise with TMBA?

Our primary goal is to maintain a presence as the leading trade association in Texas for the real estate finance industry by identifying the needs of our members and furnishing them with the tools necessary to advance their interests. To fulfill those needs, we offer access to products and services giving our members every advantage to improve his/her professional expertise.

Take advantage of TMBA's marketing opportunities and connection with those involved with the practice of or assistance in the real estate finance industry.

tmba.org online advertising

The web site, updated frequently, provides mortgage banking representatives with up-to-date information about the market and educational programs we provide throughout the year along with other benefits and advantages of belonging to TMBA.

description	size	location	1x	3x	6x	12x
banner ad	150 x 300	home page	150	405	720	1440
banner ad	150 x 300	sub-page	100	270	480	960
skyscraper ad	600 x 150	home page	300	810	1440	2880
skyscraper ad	600 x 150	sub-page	250	675	1200	2400

bi-monthly newsletter and annual directory advertising

The TMBA newsletter, *Mortgage Roundup*, is produced six (6) times a year electronically. See below for schedule.

TMBA Membership Directory is published once per year, mailed annually in September and available to TMBA members only.

newsletter and directory ad rates

size and/or position	1x	3x	6x	directory ads	
				tabs	page
front cover – color	na	na	na	na	na
2 page spread – color	1500	4050	7200	na	na
full page – color	500	1350	2400	2200	na
full page – b & w	na	na	na	1600	900
inside front cover – color	750	2025	3600	2300	na
back cover – color	750	2025	3600	2300	na
inside back cover	750	2025	3600	2300	na
½ page – color	375	1015	1800	2050	na
½ page – b & w	na	na	na	1450	700
¼ page – color	200	540	960	na	na
business card – color	175	470	840	1900	na
business card – b & w	na	na	na	1300	300

newsletter ad deadlines

jan/feb	mar/apr	may/jun	jul/aug	sept/oct	nov/dec
12/15	2/15	4/15	6/15	9/15	10/15

material specifications

All ads must be submitted in digital format as a JPEG, EPS, TIF or PDF at a resolution of 300 dpi

All color files must be CMYK at a resolution of 300 dpi

Ad layout is the responsibility of the advertiser, (a basic black and white ad can be designed, call for estimate)

Files may be submitted on a cd/dvd or via e-mail to jpowers@texasmba.org

Cancellations are not accepted after display ad deadlines. All advertising options are subject to approval. TMBA reserves the right to refuse acceptance of advertising materials from any party. Company advertisements do not constitute a TMBA endorsement.

check desired advertising option below

tmba.org online advertising

description	size	location	1x	3x	6x	12x
banner ad	150 x 300	home page	<input type="checkbox"/> 150	<input type="checkbox"/> 405	<input type="checkbox"/> 720	<input type="checkbox"/> 1440
banner ad	150 x 300	sub-page	<input type="checkbox"/> 100	<input type="checkbox"/> 270	<input type="checkbox"/> 480	<input type="checkbox"/> 960
skyscraper ad	600 x 150	home page	<input type="checkbox"/> 300	<input type="checkbox"/> 810	<input type="checkbox"/> 1440	<input type="checkbox"/> 2880
skyscraper ad	600 x 150	sub-page	<input type="checkbox"/> 250	<input type="checkbox"/> 675	<input type="checkbox"/> 1200	<input type="checkbox"/> 2400

bi-monthly newsletter and annual directory advertising

newsletter and directory ad rates

size and/or position	1x	3x	6x	directory ads	
				tabs	page
front cover – color	na	na	na		sold
2 page spread – color	<input type="checkbox"/> 1500	<input type="checkbox"/> 4050	<input type="checkbox"/> 7200	na	na
full page – color	<input type="checkbox"/> 500	<input type="checkbox"/> 1350	<input type="checkbox"/> 2400	<input type="checkbox"/> 2200	na
full page – b & w	na	na	na	<input type="checkbox"/> 1600	<input type="checkbox"/> 900
inside front cover – color	<input type="checkbox"/> 750	<input type="checkbox"/> 2025	<input type="checkbox"/> 3600	<input type="checkbox"/> 2300	na
back cover – color	<input type="checkbox"/> 750	<input type="checkbox"/> 2025	<input type="checkbox"/> 3600	<input type="checkbox"/> 2300	na
inside back cover – color	<input type="checkbox"/> 750	<input type="checkbox"/> 2025	<input type="checkbox"/> 3600	<input type="checkbox"/> 2300	na
½ page – color	<input type="checkbox"/> 375	<input type="checkbox"/> 1015	<input type="checkbox"/> 1800	<input type="checkbox"/> 2050	na
½ page – b & w	na	na	na	<input type="checkbox"/> 1450	<input type="checkbox"/> 700
¼ page – color	<input type="checkbox"/> 200	<input type="checkbox"/> 540	<input type="checkbox"/> 960	na	na
business card – color	<input type="checkbox"/> 175	<input type="checkbox"/> 470	<input type="checkbox"/> 840	<input type="checkbox"/> 1900	na
business card – b & w	na	na	na	<input type="checkbox"/> 1300	<input type="checkbox"/> 300

Credit Card Payment (complete this section and send to TMBA if paying with credit card)

Contact	_____				
	firm	contact name			

address		city	state	zip	

name to appear on event signage					
Payment	<input type="checkbox"/> Check <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> AMEX		total payment: _____		
	_____		_____		
	CC #	expiration date	CCV2#		
	_____		_____		
	card holder name		signature		
_____		_____			
billing address (if different from above)		city	state	zip	

TMBPAC

Importance

TMBPAC is extremely important to the efforts of TMBA to foster a healthy climate and sound system for the mortgage lending industry in Texas. Funds from the TMBPAC are used primarily to support candidates for the Texas Senate and the Texas House of Representatives (both Republicans and Democrats) who support the TMBA philosophy.

We have the ability to support candidates who share our industry views. We have a responsibility to protect not only our businesses, but an availability of competitive mortgage money to our clients and the consumers.

Decisions made by the State Legislature impact not only your livelihood, but your customer's access to mortgage money. In order for our voice to be effective in the legislature, we must be successful at raising funds.

TMBPAC is the vehicle for individuals to collectively become involved in the political process in support of issues important to our work and lives.

Get Involved

Your TMBPAC contribution reflects the commitment of our industry statewide and works collectively with that of other mortgage industry professionals to help candidates favorable to our issues. Help protect the mortgage industry in Texas by making a contribution to the TMBPAC today!

Visit www.texasmba.org/tmbpac.htm for more information or to donate. Contribution forms are available onsite.

*All PAC contributions, like all other political contributions, must be made by individuals. Contributions can be accepted from individuals, sole proprietorships, partnerships and other political action committees. Corporation's cannot fund TMBPAC. Mortgage bankers who operate as an individual or on an entrepreneur basis can contribute in that individual capacity. All political contributions are of public record and all PAC's are required to make periodic reports to the Texas Ethics Commission of all contributions received and all contributions made to candidates. A PAC can make a contribution to another PAC unless it is precluded by its bylaws or governing documents. Contributions made to the TMBPAC are neither deductible as a business expense nor as a charitable contribution. Make your contribution online today!



BEYOND TRADITIONAL COMMUNICATION



WHEN EVERY SECOND COUNTS... CAN YOU AFFORD NOT TO BE HEARD?

CREATIVE COMMUNICATION

Combining Technology & Direct Marketing
Increasing Revenue & Brand Awareness
Through...

- Website Audio
- OnHold Marketing
- AfterHours Greeting
- Radio Commercials
- AutoAttendant
- Background Music & Messaging



Endorsed Partner of TMBA since 2004