



# PRIME Interest



**NAPMW** National Association of  
Professional Mortgage Women  
Houston

**Look for information about our upcoming  
events and meetings at our website:  
[www.NAPMWHouston.org](http://www.NAPMWHouston.org)**

## **Hello Houston & The Woodlands:**

Nothing new in our industry lately... President Bush signed into law on July 30, 2008, the Housing & Economic Recovery Act which includes the SAFE Mortgage Licensing Act. SAFE includes changes to our current mortgage licensing requirements and environment, some of which are effective immediately.

The changes provide for a nationwide mortgage licensing system and registry (the National Mortgage Licensing System) that issues a unique identifier number that permanently identifies a loan originator nationwide. Individuals may not engage in the business of loan origination without obtaining and maintaining annually either a license or a registration, with a unique identifier number assigned by the nationwide mortgage licensing system and registry. It also applies the same minimum licensing and registration standards for mortgage brokers, loan officers, mortgage banker loan originators, financial services companies and agents, and depository institution loan officers when defining a loan originator.

The Texas Department of Savings and Mortgage Lending is developing strategies to address the SAFE Mortgage Licensing Act and will continue to post information to its website ([www.sml.state.tx.us](http://www.sml.state.tx.us)) to keep current and future licensees up-to-date on implementation efforts.

In addition, we have Doug Foster, the commissioner of TDSML joining us as the Key Note Speaker at the NAPMW Regional Conference in September. He will be able to address our concerns and questions at this annual event.

I'm looking forward to this month's luncheon with a topic on FHA and the Law: Legal updates on FHA Lending Requirements with our guest speaker David Dulock from Black Mann & Graham, LLP. Don't forget, we have a new location this month:

JW Marriott Houston  
5150 Westheimer  
Houston, TX, 77056  
(713) 961-1500

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.

## Important Reminders

## IMPORTANT NOTICE

**2008-2009 Officer Updates****Don't Forget to Send your Updated info to National Headquarters**

Your National Headquarters Staff is currently working to make updates to all Local Association Rosters with any changes for your 2008-2009 Slate of Officers. Our goal is to have all these updates in place prior to generating rosters the week of June 23rd for the monthly mailer. In order to meet this goal, we need all local associations to please provide their updates by no later than Monday, June 16th, 2008. If you've already sent your information – THANK YOU! If not, please email your updates to [info@napmw.org](mailto:info@napmw.org) by the 06/16/08 deadline.

**June 2008 Dues Billing Reports Are Posted Online**

The reports detailing June 2008 Billing (First Notices Sent, Second Notices Sent, and Lapsed Members) are now available online at NAPMW.org. To access the reports:

- Log in to the [member area](#)
- Select "Resource Library"
- Then select "Membership Reports"

**Share Your Memories of New Orleans**

Your Headquarters Staff is currently working on the "post-conference" issue of Notes & Deeds, and we'd like to include lots of photos. We can't guarantee your picture will be used in print, but we'll do our best to include a wide variety of friendly NAPMW faces. Please email your digital photos to [info@napmw.org](mailto:info@napmw.org). If you have a whole bunch, and you're willing to burn them to CD, please send those to: PO Box 140218, Irving, TX 75014-0218. Thanks so much for sharing your memories of New Orleans!

## Headquarters Contact Information

**NAPMW Headquarters**

PO Box 140218  
 130 E. John Carpenter Freeway  
 Irving, TX 75014-0218  
 PHONE: (800) 827-3034  
 FAX: (469) 524-5121  
 EMAIL: [info@napmw.org](mailto:info@napmw.org)

**Mark Your Calendars**

Save the date and start making plans to attend NAPMW's 45th National Education Conference in Anaheim California. Get ready to **DREAM BIG...Through Education and Beyond!**

When: March 10-15, 2009

Where: Walt Disney Park & Resorts, 1150 Magic Way, Anaheim, CA

Your 2009 Conference Committee is already hard at work planning to bring you the mortgage industry's premier educational event and networking opportunity. Watch your Headquarter's Heads Up Email and the NAPMW.org web site for more information coming soon.

## FHA the Forgotten Program – Rejuvenated!

By: Juliana Brock, CMI

WOW! We are definitely surviving exciting times. I believe the saying goes, "what doesn't kill us makes us stronger". Never before has that been more true. The survivors are still here, and they are making money. In a time of great change are you ready! Do you have the programs you need? Is FHA part of your offering?

If the economic analysts are correct as the Country continues experiencing record numbers of foreclosures as predicted, the opportunity to carry a large re-sell pipeline is extremely high. With Loan to Values of 100% or more, many investors will take losses as their equity stance will be zero if not negative. However, this does not change the fact that these homes will be back on the market for very reasonable sales prices.

FHA is one way you can fulfill your credit challenged lending relationships with security. You don't have to worry about ridiculous conditions, the company discontinuing the program the day of closing, or the company closing before you can fund the loan.

FHA has been around since 1934 and has suffered through worse times than this. Yes, believe it or not, it isn't all that bad. The dream of homeownership is so alive and well that even in the worst of times people buy homes.

While I do not believe that FHA Secure is the "magic carpet ride" out of foreclosure, I certainly believe that it can and will help many. If your company is not already FHA approved, dialogue should take place as to why not. Prepared or not, FHA will become the product of 2008 and you will lose business to those who can originate FHA loans.

### ***Just a few Do's and Don'ts for You***

**Don't** think it's the same old FHA because it isn't! No more non-allowable fees, changes to the appraisal underwriting process and FHA's leniency towards assets and credit, enable more borrowers to get into loans that are they can afford with payments that won't escalate.

**Do** remember that with FHA's allowance of complete gift, forgivable loan from a relative and cash on hand, the borrower's cash to close can be easily obtained and documented.

**Don't** be afraid of the paperwork, it isn't that much different than a fully processed Conventional loan. Remember to Document - Document - Document. This loan is not an "approve eligible" Chase Zippy product that will fly through underwriting. Put the facts together for the underwriter and be consistent. In other words, make your case for approval.

**Do** remember that you can make more money in pricing FHA loans. Next time you are looking at rates, compare the FHA price to the same Conventional price and you will see that you can make up to 1% better in Yield Spread Premium.

**Don't** originate an FHA loan if you are not an approved FHA lender. There are many companies who offer programs to "broker" your FHA loans to them, but remember that in HUD's eyes, this is NOT acceptable.

Lastly, go back to the basics. Network within your community, go to Realtor luncheons, attend industry events, conduct open houses and take property tours, after all, that's where the business is!

Juliana Brock has been a member of NAPMW since 1997. She has held the position of President for her local and National Vice President for the Central Region in addition to her many other positions, Nationally, Regionally and Locally. She is the CEO of Power Training, founded in 1999 where she conducts numerous seminars and corporate workshops. She can be reached at 512-451-9112 or by email [trainer@powertraininginc.com](mailto:trainer@powertraininginc.com)

## Best Cities to Buy a Home

### **Houston**, we don't have a housing problem.

The city's \$152,500 median home sale price is up 6.6% from 2005. It boasts a low vacancy rate and an oil-rich economy. Throw in a bubbling entrepreneurial tech scene, and you've got four factors that put Houston on the top of our list of best places to buy a home.

We examined the country's 40 largest metropolitan areas and looked at cities where home prices have appreciated over the last two years. We also measured tightening vacancy rates. These metrics indicate places where buyers are investing in homes in order to live, not just make a quick buck, and where the housing market is relatively solid. We culled our vacancy and home price information from the U.S. Census Bureau and the National Association of Realtors.

The average vacancy rate across the major metro areas was 2.88%, and the average percent appreciation was just .07% over the last two years.

With lending tight, we also factored in the spread between a monthly rent check and a mortgage payment at the median level (assuming that the down payment was 10% and the fixed interest rate is 6.25%). [Encino](#), Calif.-based real estate brokerage firm Marcus & Millichap provided stats on median monthly rents.

Cities where a mortgage payment was close to, or less than, the average rent were given a higher score. For instance, in [Cleveland](#) the average rent is \$702, and the average mortgage is \$565.78. With a lower monthly payment, tax incentives and the opportunity to build equity, it makes sense to buy here.

In stark contrast, [San Jose](#), Calif., has an average monthly mortgage payment of \$4,322.33, versus an average rent of \$1,612.

### **Lots To Like In The Lone-Star State**

[Texas](#) dominated our lineup of mortgage-worthy areas. Thanks to a business-friendly tax environment, many large corporations call the Lone Star State home, which creates jobs and tax revenue.

The University of Texas campus provides young blood and research-related jobs to No. 2 city [Austin](#). This state capitol is a hip area on the rise. The vacancy rate has fallen by 37.5% in the last 24 months to just 1.5%, despite a lot of building in recent years. And buying isn't much more expensive than renting. An average mortgage payment is \$1,022.40, and average rent hits \$767.

[San Antonio](#), No. 5, and [Dallas](#), No. 6, made the list thanks to affordable housing, which continues to appreciate.

In both cities, the median home price hovers around \$150,000, and a monthly mortgage payment of around \$800 is pretty close to what one pays in rent. If you can pony up the down payment, these are great areas to live.

### **#6. Dallas, Texas**

Shiny skyscrapers and charming suburbs make Dallas a tempting place to sign mortgage papers. With appreciating median home prices in the \$150,000 territory, just about anyone can get in. And with just 2.5% of homes vacant, it appears they are. While the city has a reputation for cowboy boots and big trucks, Dallas is a sophisticated metropolis that rivals any major U.S. city in terms of culture and cuisine.

**#5. San Antonio, Texas**

This Latin-flavored American city is growing fast thanks to bustling businesses and a low cost of living. Having major corporations like IBM certainly helps attract residents who bring brains and tax revenue to the city. With a median home price of \$150,900, up from \$133,900 in 2005, it's an affordable place relative to the rest of the country. Home to professional basketball's Spurs, this town is packed--just 2.4% vacancy--and full of Texas pride.

**#4. Philadelphia, Pa.**

The City of Brotherly Love has a tight housing market--just 1.9% vacancy--reflecting the lure of a charming and historic American city. Steeped in tradition, this city is priced well, with a median home price of \$234,900, up from \$215,000 in 2005. With abundant cultural outlets, including universities, museums and theaters, Philly is a great place to call home.

**#2. Austin, Texas**

Here, a whopping 98.5% of homes are filled, and that small sliver of vacancy is thinning. Home prices, meanwhile, have surged from \$163,800 in 2005, to \$183,700 in 2007.

A trendy art and music scene--the city plays host to music festivals South by Southwest and Austin City Limits--makes it an affordable place to live for any culture vulture.

**#1. Houston, Texas**

Houston, we don't have a problem. Well known as an energy industry hub, this growing metro area recently made Forbes.com's [Top 10 Up-And-Coming Tech Cities](#) thanks to the Houston Technology Center and bubbling entrepreneurial tech scene. With home prices on the rise by 6.6% and vacant homes disappearing by 11.3% in the last two years, this is one area where buyers can feel safe jumping in.



**BRUBAKER AND ASSOCIATES**  
real estate appraisers and consultants



Visit [www.NAPMWHouston.org](http://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 18<sup>th</sup> 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](http://www.NAPMWHouston.org)**

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

# **News Recap** *(there has been a lot going on!)*

## **House Passes Landmark Housing Bill**

The House has passed a landmark housing bill that includes a financial backstop for Fannie Mae and Freddie Mac by a 272-152 vote, and the measure now goes to the Senate, where a few Republican stalwarts might delay final passage for a few days. The bill increases Fannie's and Freddie's line of credit at the U.S. Treasury and authorizes the Treasury secretary for the first time to purchase stock in the two government-sponsored enterprises, if necessary. The bill also strengthens regulation of Fannie and Freddie, and passage of the bill should make it easier for the mortgage giants to raise additional capital, according to James Lockhart, director of the Office of Federal Housing Enterprise Oversight. Freddie has pledged to raise \$5.5 billion in additional capital. "We are hopeful passage will help them do that quicker," Mr. Lockhart told *Bloomberg TV*. Once the bill is signed by President Bush, Mr. Lockhart will become the chief regulator for Fannie, Freddie, and the Federal Home Loan Banks. The massive housing bill also updates the Federal Housing Administration mortgage insurance programs and creates an FHA refinancing program to help 400,000 homeowners avoid foreclosure. The foreclosure rescue program will begin Oct. 1. Tax provisions in the bill provide a \$7,500 tax credit for first-time homebuyers.

## **2nd-Lien Provision Added to Housing Bill**

Second lien holders could benefit from permitting the refinancing of struggling homeowners under a special Federal Housing Administration foreclosure rescue program contained in a massive housing bill the House passed on Wednesday by a 272-152 vote. A provision added during final negotiations on the bill will allow second lien holders to share in a portion of future appreciation on the property. However, they have to agree to the restructuring and refinancing of the existing first mortgages, which would extinguish any second or subordinated liens. The provision was probably added to the bill so the special FHA refinancing program can help more troubled borrowers with piggyback loans. As previously reported, the bill bans seller-funded downpayment assistance on FHA loans and places a 12-month moratorium on the charging of risk-based mortgage insurance premiums by the FHA. Those provisions go into effect Oct. 1, 2008, according to a copy of the bill released on Tuesday. The bill (H.R. 3221) also raises the minimum downpayment requirement on FHA single-family loans from 3% to 3.5%.

## **Report: Most B&C Loans Went to Nonminorities**

The majority of subprime loans originated in 2006 were made to non-Hispanic whites and upper-income borrowers, according to ComplianceTech, an Arlington, Va.-based provider of technology and business intelligence. The report concluded that a disproportionate share of loans to minorities and low-income borrowers were subprime loans, but that non-Hispanic whites received 56.2% of the more than 1.9 million subprime loans originated in 2006. Upper-income borrowers got 39.4%, while only 7.6% went to low-income borrowers. Maurice Jourdain-Earl, co-founder and managing director of ComplianceTech, said the problem with portraying the foreclosure crisis as a minority and low-income issue is that it affects the development of possible solutions. "There could be a tendency to write off the subprime lending debacle as a type of affirmative action gone bad," he said. "We must acknowledge that the foreclosure crisis affects broader and more demographically diverse segments of society. This politically responsible approach will likely change the tone, climate, and context of how solutions are crafted." The company can be found online at <http://www.compliancetech.com>.

## **Int'l Poll: Home Prices to Rise Within 5 Years**

An online poll of homeowners in the United States and five European countries found that most believe the value of their home, while not rising this year, will increase within five years. The online *Financial Times*/Harris Poll found 54% of U.S. respondents joining the majority of respondents from Germany, France, Italy, and Spain in saying that the price of their home will be the same one year from now.

Slightly more respondents from Great Britain, 43% vs. 42%, said their home value would remain the same than said it would decline. As for the future, 68% of American homeowners joined 64% of Italian, 57% of Spanish, and 56% of British homeowners who believe their property will increase in value within five years. But 48% of German homeowners said they expect their property value to remain the same. Most respondents were not worried about losing their homes if they could not make their mortgage or rent payments: France, 67%; Germany 62%; U.S., 61%; and Great Britain and Italy, each 55%. In Spain, however, 39% were not concerned, compared with 33% who were somewhat concerned.

### **Wachovia Suffers Huge Loss, Exits Wholesale**

Wachovia Corp., the nation's 14th-largest wholesale originator, revealed Tuesday morning that it will exit that channel and shed thousands of mortgage-related jobs. The move was announced in tandem with an earnings report showing a stunning \$8.86 billion loss in the second quarter. Overall, the Charlotte, N.C.-based Wachovia will shed 6,350 jobs. It said 1,000 mortgage workers will be "redeployed" to help Wachovia customers refinance "Pick-a-Pay" loans, a product the bank became heavily involved in when it bought World Savings of Oakland, Calif., two years ago. Wachovia blamed the huge losses on writedowns on its "commercial, corporate lending, and investment banking subsegments." Wachovia's investment banking arm was a huge player in the market for mortgage collateralized debt obligations.

### **GSE, FHA Loan Limit Slated at \$625K?**

House and Senate negotiators have reached an agreement on loan limits, and it appears that the maximum amount for Fannie Mae, Freddie Mac, and Federal Housing Administration loans will be \$625,000, according to knowledgeable sources. Negotiations on a massive housing bill are getting down to the nitty-gritty, with the House of Representatives scheduled to vote on the legislation this Wednesday. In markets where housing prices exceed the \$417,000 conforming loan limit, the maximum loan amount of Fannie/Freddie loans would be determined by multiplying the median home price by 115%, up to a maximum of \$625,000, sources say. The same holds true for FHA loans, except that the multiplier kicks in at \$271,050, or 65% of the conforming loan limit. If the median home price is \$300,000, the maximum FHA loan amount in that area would be \$345,000 (\$300,000 x 115%). House Financial Services Committee Chairman Barney Frank, D-Mass., told *The Washington Post* that the House has agreed to accept Senate provisions that ban seller-funded downpayment assistance on FHA loans and impose a 12-month moratorium on the charging of risk-based premiums by the FHA.

### **CBO: 50%+ Chance of Treasury GSE Infusion**

The Congressional Budget Office estimates that there is a greater than 50% chance the Treasury Department will need to invest in Fannie Mae or Freddie Mac, which could add up to \$25 billion to the federal budget during fiscal years 2009 and 2010. The Treasury is asking Congress to pass emergency legislation that would allow it to invest in Fannie Mae and Freddie Mac securities if necessary. Such investment authority would end in 2010. The CBO notes that if legislation is passed, "private markets might be sufficiently reassured to provide the [government-sponsored enterprises] with adequate capital to continue operations without any infusion of funds from Treasury." The CBO unveiled its estimates in a letter to Rep. John Spratt, D-S.C., chairman of the House Budget Committee.

### **BoA 'Committed' to Countrywide's TPOs**

Bank of America confirmed Monday that it is committed to maintaining the wholesale and correspondent platforms of Countrywide Financial Corp., which it purchased on July 1. According to the Quarterly Data Report, the Calabasas, Calif.-based Countrywide was the nation's largest correspondent lender and second-largest wholesaler in the first quarter, with production volumes of \$31 billion and \$9 billion, respectively. In a presentation released along with its second-quarter earnings, the Charlotte, N.C.-based BoA noted that the Countrywide mortgage franchise would discontinue the origination of certain types of nonconforming loans, including payment-option adjustable-rate mortgages. Countrywide is no longer funding subprime loans of any type. In the first quarter, Countrywide's subprime servicing portfolio had a delinquency rate of 33%.

### **Lawmakers Urge RESPA Rule Withdrawal**

The Department of Housing and Urban Development should withdraw its RESPA proposal and work with the Federal Reserve Board in developing "more simplified mortgage and real estate settlement cost disclosure forms," according to a "dear colleague" letter being circulated in the House. Reps. Ruben Hinojosa, D-Texas, and Judy Biggert, R-Ill., are leading the effort to get Housing Secretary Steve Preston to abandon HUD's proposed Real Estate Settlement Procedures Act rule. The two House Financial Services Committee members are urging fellow members of Congress to sign a letter that petitions HUD to immediately commence a joint rulemaking process with the Fed, which is working on improving Truth in Lending Act disclosures for mortgage borrowers. "It is critically important for consumers that any revision to RESPA achieve the following goals: simplify, clarify and reduce the cost of mortgage and real estate settlement processes," the letter to the HUD secretary says. However, HUD's RESPA proposal does not meet those goals, according to Reps. Hinojosa and Biggert. "We are profoundly concerned that HUD's proposed RESPA rule will hinder rather than help the recovery of the housing market." Over a dozen banking, mortgage, and settlement provider trade groups will be lobbying lawmakers to sign the letter.

### **California AG Adds to Countrywide Charges**

California Attorney General Edmund G. "Jerry" Brown is charging Countrywide Financial Corp. with paying excessive fees to mortgage brokers and "aiding and abetting" brokers to breach their fiduciary duty to California borrowers, according to an amended complaint. In a June 25 complaint, the California AG sued Countrywide and its former chairman Angelo Mozilo and former president David Sambol for allegedly using deceptive practices to "push" borrowers into payment-option adjustable-rate mortgages and expensive hybrid ARMs. Now the AG is bringing additional charges that Countrywide rewarded its loan officers and brokers to mislead and steer borrowers into mortgages they could not afford or understand. Countrywide paid brokers 6 points in origination fees, rebates, and yield-spread premiums for delivering 2/28 ARMs with the highest interest rate. "This level of compensation was well in excess of the industry norm," the complaint says. Countrywide also pushed originations of option ARMs because they were highly profitable. The company had a gross profit margin of 4% on those loans and reported the negative amortization on option ARMs it owned as income. "The negative amortization 'income' earned by Countrywide totaled \$1.2 billion by the end of 2007," the complaint says. As of April, 21% of Countrywide-owned mortgages were in some form of delinquency or foreclosure. Bank of America recently acquired the Calabasas, Calif.-based Countrywide, which can be found on the Web at <http://www.countrywide.com>.

### **Falk: Licensing Dream 'Almost a Reality'**

The mortgage broker industry has long sought licensing of all originators, no matter who they work for, and "that dream is almost a reality," said Joe Falk, past president of the National Association of Mortgage Brokers. Mr. Falk, who is also past president of the Florida Association of Mortgage Brokers, was speaking at that group's annual convention in Kissimmee, Fla. He was referring to the housing bill being considered in conference committee by Congress. In his presentation, Mr. Falk also spoke of the Federal Reserve Board and its recently released "ground-breaking rulemaking" for the subprime industry, which for the first time contains a regulatory definition of a subprime loan. The Fed is now a source "of great activism," he said, and in coming months will be issuing new rules on Regulation Z. The NAMB can be found on the Web at <http://www.namb.org>.

**MGIC**  
Homeownership Today

## The Hungry Account Executive, Part 5, Enduring

By: Michael McFarland, CMB

In preparation for this article, I reflect upon my career and the lessons available to me when I pay attention. I remember moments when success flowed without effort and when success eluded me no matter how hard I tried. My first career accomplishment occurred shortly after graduating from college. As a recent graduate with no money, I returned to the family nest in Houston. After savoring the taste of independence, I found myself back at home, living with my mom on the extreme south side of town. This situation seriously cramped my twenty something lifestyle. I wanted my own place, closer to town and closer to work as soon as possible. My intention clear, I focused my energy on earning the ability to pay my own rent and related bills while saving enough money to put down a deposit, handle moving expenses, buy furniture, etc. Moving was my goal, but freedom was my motivation. With my eye on the eagle, I actively sought opportunities that would bring this vision to life. Eighteen months later, that vision became a reality. I moved into my own apartment with more income than I ever imagined. I learned a valuable lesson: When focus and attention are placed on the true motivation behind the money, success just happens. It is no great mystery. It is not accidental. It is intentional. Once I tasted the sweet victory of freedom (my definition of "success" in this example), there was no turning back. Successful sales people endure because success is a lifestyle. "Enduring" is the fifth and final component of the KRAVE Success Method.

Knowledgeable  
Responsive  
Accessible  
Visible  
Enduring

How does one endure? An enduring sales person clearly understands what he wants his life to BE, and he has unwavering dedication to that vision. His actions reflect his intention, and success becomes a way of life.

Clarifying what you want your life to be, prepares you to set goals accordingly. These goals propel you down the path of realizing your dreams. My above example of intention is personal freedom. Setting goals in alignment with my intention became the stepping-stones to manifesting the dream. On the opposite end of this experience, in the past, I have set monetary goals without defining what I want to do with more money. In these instances, I have struggled to achieve my goal. I focused on the numbers and worried that I did not have enough or make enough money. Suddenly, lack was my lifestyle. Instead of making more money, I created more lack. And life lacked luster. I was spinning my wheels and wasting my energy because an intention bigger than the money was not in place. If earning more money is your desire, consider what more money means to you. Be specific. Does it provide financial freedom, a second home for long weekends, or create peace of mind and time with your family? Once you discover the greater forest behind the money tree, you have inspiration. Harness the power of that feeling, and you have passion! When you have passion, people want to purchase your product!

With your intentions clearly defined, goal setting becomes the road map to success. However, our world is unpredictable, and every road has bumps and potholes and detours and even head-on collisions. What would life be without the opportunity to grow through challenges? But even in an unpredictable world, your goals are not seen as obstacles but as checkpoints along the journey that keep you moving toward your intention. Fueled by passion, a successful sales person maintains a perception of fortuity and abundance regardless of the current market conditions or colossal corporate hurdles. With chin up and eyes focused, his intention is reinforced with every goal accomplished. Working with inspiration instead of perspiration, success becomes a lifestyle instead of a hard won battle.

Dictionary.com defines enduring: *to have or gain continued or lasting acknowledgement or recognition, as of worth, merit, or greatness.* Worth, merit, and greatness exist all around us and within us. Think of a time when you accomplished a goal and recall that feeling. Ahhh... notice how that feeling still resonates within you today. Enduring sales people employ the energy of success to accomplish their intentions. As a result, building wealth, acknowledgement, and recognition is merely a victory lap.

Michael McFarland, CMB, is dedicated to helping people achieve balance and discover prosperity. Michael can be reached via email at [yourvoice1@sbcglobal.net](mailto:yourvoice1@sbcglobal.net) or by phone at 713-703-1124.



## **MEMBERSHIP CORNER**

*BY Richard Alvarado – 3<sup>rd</sup> VP Membership/Dues Collector*



**Welcome to our NEW Members**

**Rich Bonn referred by Scott Hilton**  
**Sheree Gilbert with RMIC referred by Richard Alvarado**  
**Karen Cook with Stewart Title referred by Janice Shugart**  
**Barbara Fisher with Shanks, Darby PC referred by Richard Alvarado**  
**Guilford Van Hoozer with Franklin Bank referred by Richard Alvarado**  
**Sharon Roth with Roth Realty & Mortgage referred by Richard Alvarado**  
**Tamara Buron with Mortgage Alternatives referred by Richard Alvarado**  
**Alicia Bratner with Cedarstone Mortgage referred by Richard Alvarado**



**for renewing your membership**

**Kittie Gugenheim with MGIC**  
**Nadine Cius with Mortgage Icons**  
**Charles Dabney with Third Coast Bank**  
**Deanna Mellas with Gregg & Valby LLP**  
**Lois Shanks with Southern American Title**  
**Anna Babineaux with Texas Supreme Mortgage**  
**Mary Simmons with Black, Mann & Graham LLP**

**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](http://www.napmwhouston.org) for all upcoming education classes and events.**





# EVENT SCHEDULE

## General Meetings

- 07-17-2008  
11:30am  
Check-in:  
11:00am  
**Topic:** Woodlands:  
Underwriting Panel  
**Place:** Cafe Adobe  
**Speaker:** TBD  
[Map](#) | [Details](#) | [RSVP!](#)
- 08-12-2008  
6:00pm  
Check-in:  
5:30pm  
**Topic:** Trade Show  
**Place:** HESS Club  
**Speaker:** TBD  
[Map](#) | [Details](#) | [RSVP!](#)
- 09-09-2008  
11:30am  
Check-in:  
11:00am  
**Topic:** Industry Updates /  
Calvin Mann  
**Place:** Bice Ristorante  
**Speaker:** TBD  
[Map](#) | [Details](#) | [RSVP!](#)
- 09-18-2008  
11:30am  
Check-in:  
11:00am  
**Topic:** Woodlands:  
Commercial Lending  
**Place:** TBD  
**Speaker:** Silver Hill  
[Map](#) | [Details](#) | [RSVP!](#)
- 10-14-2008  
11:30am  
Check-in:  
11:00am  
**Topic:** FHA / VA / Panel  
**Place:** Bice Ristorante  
**Speaker:** Juliana Brock  
[Map](#) | [Details](#) | [RSVP!](#)
- 11-11-2008  
11:30am  
Check-in:  
11:00am  
**Topic:** USDA  
**Place:** Bice Ristorante  
**Speaker:** TBD  
[Map](#) | [Details](#) | [RSVP!](#)
- 12-09-2008  
11:30am  
Check-in:  
11:00am  
**Topic:** TBD  
**Place:** Bice Ristorante  
**Speaker:** TBD  
[Map](#) | [Details](#) | [RSVP!](#)

## Educational Meetings

- 08-14-2008  
9:00am  
Check-in:  
8:45am  
**Topic:** Fraud and Compliance -  
Local Law Enforcement  
**Place:** Texas Real Estate  
Academy  
**Length:** 3 Hours CORE  
[Map](#) | [Details](#) | [RSVP!](#)
- 08-21-2008  
1:30pm  
Check-in:  
1:00pm  
**Topic:** Woodlands: Foreclosure  
Listing  
**Place:** The Woodlands Chamber  
of Commerce  
**Length:** 3 hours CE  
[Map](#) | [Details](#) | [RSVP!](#)
- 10-09-2008  
9:00am  
Check-in:  
8:45am  
**Topic:** HUD-1/Title/Closing  
**Place:** Texas Real Estate  
Academy  
**Length:** 3 Hours CORE  
[Map](#) | [Details](#) | [RSVP!](#)
- 10-23-2008  
1:30pm  
Check-in:  
1:00pm  
**Topic:** Woodlands: Advanced  
Processing  
**Place:** The Woodlands Chamber  
of Commerce  
**Speaker:** Monica Wright  
**Length:** 3 Hours of CE Credit  
[Map](#) | [Details](#) | [RSVP!](#)
- 11-13-2008  
9:00am  
Check-in:  
8:45am  
**Topic:** Underwriting the Self  
Employed  
**Place:** Texas Real Estate  
Academy  
**Length:** 3 Hours CE  
[Map](#) | [Details](#) | [RSVP!](#)

## 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](mailto:aaron@akgco.com) with any questions!

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## 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  
[richard@Richardnalvarado.com](mailto:richard@Richardnalvarado.com)

### 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!

Catherine Farah  
713-522-7474  
[catherine.farah@brooksb Ballard.com](mailto:catherine.farah@brooksb Ballard.com)

### 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  
832-439-3280  
[aaron@akgco.com](mailto: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](mailto:info@napmw.org) or [cindy@napmw.org](mailto:cindy@napmw.org).

## **POWER TRAINING to the rescue!**



Juliana Brock, POWER TRAINING owner and CEO, champions the “knowledge is POWER” philosophy. Featured in *Realty Line*, *NAPMW Notes and Deeds* and *Mortgage Originator Magazine*, Power Training is your “X Factor” in today’s turbulent market.

POWER TRAINING is your unmatched training source featuring the following courses:

- FHA Origination & Processing
- VA Origination & Processing
- Origination Success Strategies
- Self Employed
- Fraud Prevention
- Appraisal Fraud - Can You Spot It?
- *Texas Pre-Audit Preparation*
- *Forensic Underwriting*

“Juliana is the absolute pinnacle in the training industry. Her enthusiasm and passion sets her apart from everyone else.”

Juliana Brock is your perfect component to ignite your business plan and motivate your team. With over 26 years of experience, she brings unparalleled expertise and an impeccable reputation to motivate and empower your troops. Knowledge is POWER, and Juliana is POWER TRAINING.

***Juliana Brock, CMI***  
***Power Training - Corporate Training***  
 512-451-9112 / [www.powertraininginc.com](http://www.powertraininginc.com)

**POWER TRAINING**

### **Press Release**

*(from one of our very own)*

Stacy G. London has been appointed to the Finance Commission of Texas by Governor Perry.

The Finance Commission oversees Texas banks, savings institutions, mortgage lenders and other financial entities.

Stacy G. London is executive vice president of Houston Capital Mortgage. She most recently served from 1999-2006 on the advisory board to the Texas Department of Savings and Mortgage Lending.

She is a past president of the Greater Houston Association of Mortgage Brokers and past officer in the Texas Association of Mortgage Brokers. She is a certified mortgage consultant (CMC), the industry’s highest professional designation.

Throughout her 26 year professional career, she has been active in pursuits to improve the mortgage industry.

For any questions or further information, please call: Stacy G. London at : 713-787-6333

Do you have news of professional accolades or accomplishments???

Let us know at [aaron@akgco.com](mailto:aaron@akgco.com)



# NAPMW HOUSTON 2008 – 2009 EXECUTIVE BOARD

## **President**

### **Scott Hilton**

Texas Real Estate Academy  
scott@scotthilton.com  
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## **President-Elect**

### **Beth Salazar**

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## **1st Vice President / Education**

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## **2nd Vice President / Services & Resources**

### **Catherine Farah**

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Office: 713-522-7474

## **3rd Vice President / Membership / Dues Collector**

### **Richard Alvarado**

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### **Peggy Michel**

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## **Director of Programs**

### **Ed Nelson**

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## **Corresponding**

### **Secretary / Newsletter**

#### **Aaron T. Hansz**

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## **Recording Secretary / Minutes**

### **Yvonne Weiss**

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## **Director of Arrangements**

### **Tara Rock**

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## **Sunshine Committee Chair**

### **Mary Ann Regan**

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## **Parliamentarian**

### **Pam Daine**

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Cell: 832-326-9363  
Fax: 281-304-6531



# 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](http://www.NAPMWHouston.org)

Look for information about our future events and meetings at our website:  
[www.NAPMWHouston.org](http://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  
Certified Flood Systems Services  
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.