

CALENDAR OF EVENTS

November 7-9, 2002

The VMBA annual convention and Installation Dinner. Kingsmill Resort, Williamsburg, VA.

VMBA Board Member Appointed by Governor

Governor Mark Warner appointed Fay B. Silverman of Virginia Beach to the Real Estate Appraiser Board. Fay is vice president of Southern Trust Mortgage and co-chair of the VMBA Legislative Committee. The Real Estate Appraiser Board promulgates educational and experience requirement regulations as conditions for licensure, provisions for the supervision of appraiser practices, practices for the enforcement of standards for professional appraiser practice, and provisions for the disposition of referrals of improper appraiser conduct. Fay will represent the mortgage banking industry on the board.

Welcome New VMBA Members

Harbor Bank
Titus Law Group

MESSAGE FROM THE PRESIDENT

I hope all of you are enjoying the wonderful weather with your family and friends. Thank you to the Board of Directors, Committee Chairs, Chapter Presidents, and VMBA staff for their hard work and dedication to improve **YOUR ASSOCIATION.**

The VMBA Annual Golf Tournament held at Hunting Hawk in May was a huge success. Thank you to all of our sponsors and participants. Your support and dedication is a credit to you and the companies you represent.

Your Board of Directors has appointed a "Structural Audit Action Team" to thoroughly examine VMBA and discuss plans to reinvigorate

YOUR ASSOCIATION.

We must deal with the ever-changing climate of our business, and be positioned to meet the challenges ahead. Jim Cain, Margaret Sutherland, and Toni Ostrowski are spearheading the initiative with the help of the Executive Board of Directors and our Executive Director, Mike Reitelbach. A focus group consisting of senior level mortgage executives, will be meeting on July 11th to offer guidance and suggestions to **YOUR ASSOCIATION** leaders. The same day we will also meet with Chapter Presidents and local leaders to listen to their ideas. Following that meeting the Board of Directors will get together to implement an action plan.

If any member has ideas or suggestions as to how we can better serve our members, please contact Jim, Margaret, or Toni. This is **YOUR ASSOCIATION;** let your voice be heard.

I wish each and every person a safe, and prosperous summer!!

Margaret Sutherland
President
Virginia Mortgage Bankers Association



VMBA's 2002 President, Margaret Sutherland

CHAPTER CORNER

Peninsula Chapter

The Peninsula Mortgage Bankers took on the Virginia Peninsula Association of REALTORS® in the first annual Softball Challenge. The REALTORS® jumped out to an early lead and never looked back. The game was played at Hampton's War Memorial. Food and drinks were supplied. Fans were supportive and the event looks like it will take the form of an annual event.

Richmond Chapter

The Richmond Mortgage Bankers Association in partnership with the Richmond Association of REALTORS® the Homebuilders Association of Richmond the Southside Virginia Association of REALTORS® participated in the Richmond Habitat's Blitz Build 2002. This partnership contributed \$50,000 toward a house sponsorship and organized 140 volunteers to build a habitat house in five days. The RMBA would like to thank all its members for the donation of their time and efforts in making the dream of homeownership possible for a very grateful family. The RMBA Golf tournament on June 5th was a huge success! Although the heat was a bit overwhelming, everyone enjoyed the course and company!

Tidewater Chapter

The TMBA held it's annual golf tournament on May 20th at Riverfront Golf Club. The golf tournament was a great success!

Mark your calendars for the following upcoming TMBA Luncheons: September 11th, October 9th and November 13th. The TMBA is also planning some exciting events for the summer months-a Day at the Tides Baseball Game in July and a Summer Picnic on August 15th. For additional information on these events, please call Frank Malbon.

COMMITTEE UPDATES

Residential

The Residential Committee has been in touch with FHA, VA and VHDA regarding scheduling a meeting in July. Local Chapter Presidents will be notified when the date/location/time are confirmed. If anyone has questions or concerns they would like the agency representatives to address, please contact George Moore at 757-486-4111, or Sheila Pollard at 804-343-5976. All information from the agencies will be passed on to the membership.

Membership

Don't forget that the Membership Campaign is underway! At the annual convention a great cash prize will be awarded to the VMBA member that has recruited at least 5 companies. It's not difficult...so get to work!

While VMBA continues to lobby our legislators, provide excellent educational opportunities and social events, we continue to look for ways to improve and better serve our membership. A survey will be sent to all current members asking for your opinion on the services provided by the VMBA and requesting your input on what you would like to see in YOUR organization. It is important to the success of the VMBA you participate in the completion of this survey.

Education

Would you like to start pursuing, or completing, you're Accredited Mortgage Banker's designation? Check out the local class schedules in your area at: www.virginiamba.org.

Reminder: The required 10 elective credits can be earned by attending the full VMBA Convention. Mark your calendars for **November 7-9** in Williamsburg.

We are looking for teachers who will commit to teach at least 3 classes in a 5-year period. Teachers will be paid for teaching, and must have been in the mortgage business for 5 years, with at least 2 of those 5 years in the specific area relating to the class they are offering to teach. Talk with your local education chapter chairperson for more information. Want extra training, want flexibility? Follow these easy steps to a wealth of educational opportunities offered through Mortgage Bankers Association of America:

1. www.mbaa.org.
2. Click on Education/CampusMBA
3. Click on CampusMBA Home page.

You'll find web-based classes, classroom classes, combinations of both, a bookstore. Check it out. There's bound to be something there for everyone.

Convention

Surviving the Boom: Your Roadmap to Success

November 7 - 9, 2002, Kingsmill Resort, Williamsburg, Virginia

This exciting program has been directed to benefit YOU, if you are an originator, closer, processor, underwriter or senior manager.

The agenda includes:

- Timely and practical seminars that can directly benefit you in your day-to-day production;
- An education session for VHDA certification;
- AMB electives;
- Officer Election and Installation;
- Informational sessions from dynamic speakers;
- Trade Show with latest technology and resources.

Convention fees include attendance at all seminars, receptions and meals including the Officer Installation dinner. Save over 20% on your registration fee if you register by **September 5**. The early bird registration fee is \$295 for VMBA members. After September 5, the convention fee will be \$375. Marketplace Exhibitor booths start at \$750. A complete list of sponsorship opportunities will be available. Be on the lookout for forthcoming information which will be listed on VMBA's website, upcoming newsletter and through direct mail.

Legislative



Your VMBA at work with Legislators
(From Left) Steve Rockefeller, Sarah Stedfast, Senator George Allen, Margaret Sutherland, Frank Malbon, Fay Silverman and Cyndi Stultz.