

# 2012 Lenders Conference Agenda

## Day 1

**8:00-8:15** - Welcome

**8:15-8:45** - Game "Family Feud"

**8:45-9:30** - Program Overview

*Mike Frueh— Director, Loan Guaranty Service*

**9:30-9:45** - Break

**9:45-10:15** - Construction Loans/Fix & Repair

*Speaker—TBD*

**10:15-10:45** - Eligibility Update

*Marion Rabalais—LPO Atlanta RLC*

**10:45-10:55** - Break

**10:55-11:35** - Loan Policy Update

*John Bell—VA Central Office*

**11:35-12:45** - Lunch

**12:45-1:15** - Author

*Dan McCarty*

**1:15-1:45** - Unusual Title Situations

*Mark Jamison — LPO Cleveland RLC*

*Jeff Wilson —LPO Phoenix RLC*

**1:45-2:30** - VA Computer Systems in the Year Ahead

*Steve Varlas—VA Central Office*

**4:00-4:10** - Break

**2:30-3:00** - "10 Things You Need To Know"

*Mark Jamison—LPO Cleveland RLC*

**3:00-3:30** - Building the Perfect Recoup Statement

*Jeff Wilson—LPO Phoenix RLC*

**3:30-4:00** - VA Panel- Q&A

**4:00-4:10** - Break

**4:10-5:00** - Lenders Scorecard

*Kent Koehler—LPO St. Paul RLC*

## Day 2

**8:15-9:00** - The New C&V System and What it Means to Lenders

*Gerry Kifer—VA Central Office*

**9:00-9:30** - Deficiency Responses

*Jeff Wilson—LPO Phoenix RLC*

**9:30-9:40** - Break

**9:40-10:20** - Seller and Lender Credits

*Speaker—TBD*

**10:20-10:50** - What Can You Include in the 1% Origination Fee

*Speaker—TBD*

**10:50-11:30** - Wrap-up and Individual Discussions

*Lenders can sign-up for an individual face to face meeting with a member(s) from Central Office or a Regional Loan Center. This is your opportunity to discuss your company's scorecard results, or to provide feedback.*