

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

2:30-2:40 - Break

2:40-3:10 - "10 Things You Need To Know"
Mark Jamison—LPO Cleveland RLC

3:10-3:40 - Building the Perfect Recoup Statement
Jeff Wilson—LPO Phoenix RLC

3:40-4:10 - VA Panel- Q&A
Kent Koehler—LPO St. Paul RLC

4:10-4:15 - Break

4:15-5:00 - 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.