

Wholesale Lending Fair Agenda

November 12 – 14, 2024

Hard Rock Hotel & Casino,
Atlantic City, NJ

Date

Tuesday, November 12, 2024

7:00 PM - 9:00 PM

Opening Cocktail Reception

Include relevant highlights

Wednesday, November 13, 2024

7:30 AM - 9:00 AM

Continental Breakfast

Hollywood Ballroom

7:30 AM - 8:00 AM

Opening Remarks/Welcome/Early Bird Prize

Speakers:

E. Robert Levy - Executive Director, MBA-NJ

Laura Brandao - CEO, Lighthouse Advisors

8:00 AM - 9:00 AM

Broker Panel

Moderator:

Allen Middleman - Senior Vice President, Freedom Mortgage

Panelist:

Steve Capitella - Informed Mortgage

Mike Kortas - Nexa

Corinna Carter - CEO, President, Founder & CEO CMS Mortgage

9:00 AM - 10:00 AM

Wholesale Lending Mastery: Preparing for 2025, Insights and Innovations

Wholesale Lending Mastery: Preparing for 2025, Insights and Innovations

Be a part of the lively conversation with top industry leaders who are eager to bring 2025 into focus.

Let's listen in on what is happening with government lending, the impact of niche products, and how lenders are planning to support and serve the broker community in the new year.

Moderator:

Laura Brandao -CEO, Lighthouse Advisors

	<p>Panelist:</p> <p>Allen Middleman - Senior Vice President, Freedom Mortgage</p> <p>Christopher Stanton - Senior Vice President, MLB Mortgage</p> <p>Samuel Bjelac - Vice President, TPO, Carrington Mortgage</p>
<p>9:00 AM - 5:00 PM</p>	<p>Exhibit Area Open</p> <p>Exhibit Area open all day including breakfast and lunch. Exhibit Area and program in Hollywood Ballroom</p>
<p>10:00 AM - 11:00 AM</p>	<p>Tech Panel</p> <p>Four of the biggest influencers in the tech industry to demonstrate their products and innovations for 2025 at the Wholesale Lending Fair on November 13, 2024.</p> <p>If you're interested in seeing the newest and greatest tech tools - you don't want to miss this panel: Arrive, LendingPad, Lender Price and Truv are showcasing their technology advances with live demos. Think you've seen it all? You haven't! This one hour "round robin" demo will be a game changer for how you think about technology as it pertains to your business.</p> <p>Arive – a complete digital origination platform designed to solve the problems faced by the broker community.</p> <p>LendingPad – provides a revolutionary online loan origination system that maximizes productivity by overcoming the challenges of outdated LOS software</p> <p>Lender Price – the marketplace's superior cloud-native software-as-a-service pricing engine built for mortgage brokers</p> <p>Truv – verification of income, employment, assets, and insurance – all in one platform</p>
<p>11:00 AM - 12:00 PM</p>	<p>Keynote - Sarah Quinlin</p> <p>Sarah Quinlin - Managing Director and Founder, SAQ Economic Advisory, LLC</p> <p>The Election will have taken place a week prior to Sarah Quinlan's Keynote address. We have had a steady recovery from a pandemic induced recession into a full employment strongly growing economy. We have conquered inflation, for the most part, with a little "help" from the Federal Reserve. So where is the US economy heading? Is a recession inevitable?</p> <p>Most importantly, will the housing market ever reignite? These questions and so much more will be answered in a talk by Sarah Quinlan, the Founder and Managing Director</p>

	<p>of SAQ Economic Advisory LLC. She brings data-driven, actionable insights from the global economy to share the ever-evolving story of the largest economy in the world.</p>
12:00 PM - 3:00 PM	<p>Lunch Served in the Exhibit Area Enjoy lunch in the exhibit area or while attending our panel discussions</p>
12:00 PM - 1:00 PM	<p>How to Navigate the Home Insurance Market Presenter: Jeffery Wingate - Executive Vice President and head of Rate Insurance</p> <p>With the ever-evolving landscape of the homeowner's insurance market, informed decision-making and strategic adjustments can empower homeowners to navigate the complexities of rising costs and effectively safeguard their properties and financial well-being.</p>
1:00 PM - 2:00 PM	<p>Realtor Relationships - 5 Mistakes the Broker is Doing Panelist: Maurice Negron - Managing Partner, Lifestyle Realty George Castro - Broker/Owner, Premium Homes Pros Anatolli Viviani - Realtor, Century 21 Christopher Varela - Broker Owner, Realty Empire Lizzette Camacho - Realtor, eXp Realty/Dream Keys Home Group</p>
2:00 PM - 3:00 PM	<p>Broker Association Leaders Roundtable Valeria Sunders - NAMB Jonathan Haddad - AIME</p> <p>What is new and Anticipated in the Mortgage Community. Join us in a conversation with the head of the two largest Broker Associations as they discuss the future of the industry.</p>
3:00 PM - 4:00 PM	<p>The Inner Games: Survival to Success with Joe Stumpf Joe Stumpf - Founder, Visionary, and National Spokesperson, By Referral Only</p> <p>Don't miss this opportunity to learn from Joe Stumpf, a renowned leader in mortgage coaching. Join your colleagues for a transformative virtual experience and take a fresh approach to your lead generation strategies.</p>
4:00 PM - 5:00 PM	<p>Megan Anderson AI Workshop Megan Anderson - VP Client Relations, MBS Highway</p> <p>Megan's AI workshop will teach attendees how to utilize AI's ChatGPT to create engaging social media content that can transform your mortgage and real estate business. In this 60-minute session, attendees will learn how to effectively interact with ChatGPT by crafting simple, precise instructions that will get the best results. Attend this important workshop and learn how to pinpoint areas where</p>

AI can significantly impact your business. You can also learn to create a month's worth of engaging social media content in under 30 minutes! By the end of this critical workshop, you will have ChatGPT ready to use and a complete content plan to enhance your online presence. This is a session you don't want to miss if you want to stay ahead with cutting-edge AI tools!

5:00 PM

Lobby Bar Open (Cash Bar)

Wednesday, November 13, 2024

9:00 AM - 6:00 PM

8 Hour Federal CE