

Mortgage Loan Originator Sales Academy

Loan Originators new or experienced, join us to gain the tools to help grow your business!

Sell Like a Rockstar!

April 3, 2014

MHA Conference Center
5 New England Executive Park
Burlington, MA

Registration: 8:30 AM

Program: 9:00 AM - Noon



Rock Stars focus on connecting to their audience through their words and actions. They feed off of their audience's energy. They speak in their audience's language and they work on perfecting their delivery. Rock Stars leave an event with their audience so captivated they're singing their songs. If you are ready to rock your customers, we can show you the way!

Join Carol McKinney, National Trainer for Radian, as she energizes and challenges you to be a Rock Star!

Cost: \$150.00 MMBA Members*/\$195 Non-Members

**Group discounts available for companies registering more than 1 employee.*

Marketing Yourself & Working with REALTORS®

April 24, 2014

Four Points by Sheraton
1125 Boston Providence Turnpike
Norwood, MA 02062

Registration: 8:30 AM

Program: 9:00 AM - Noon



Peter Ruffini, the 2014 Massachusetts Association of Realtors® President and Regional Vice President of Jack Conway & Co will provide a best practices presentation for working successfully with realtors®. Peter will also moderate a panel of top producing Realtors® to share how they work with loan originators most successfully. Attend this session and learn:

- How do Realtors® determine with whom they do business?
- What are the best qualities of their favorite originator?
- What makes Realtors® determine who NOT to do business with?

Cost: \$150.00 MMBA Members*/\$195 Non-Members

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Sales Tips from Top Originators

May 22, 2014

MHA Conference Center
5 New England Executive Park
Burlington, MA

Registration: 8:30 AM

Program: 9:00 AM - 12:30 PM



Join Brian Koss, EVP National Head of Production, Mortgage Network, Inc., as he moderates a panel of top New England loan originators who have successfully made the transition from the refinance to purchase market.

In conjunction with other best practices and tools for "Top MLO's", Jay Tuli, Vice President, Leader Bank will provide an overview of secondary markets, the economy and mortgage interest rates.

Cost: \$150.00 MMBA Members*/\$195 Non-Members

**Group discounts available for companies registering more than 1 employee.*

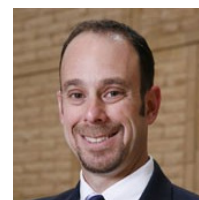
Build Your Origination Business

June 24, 2014

Four Points by Sheraton
1125 Boston Providence Turnpike
Norwood, MA 02062

Registration: 8:30 AM

Program: 9:00 AM - Noon



BYOB with Steve Richman! Do you have a business strategy? Can you easily differentiate yourself from your competition? This valuable session will help you realize and accomplish both. We'll help you adapt your marketing and sales approach to meet the ever-changing needs of the market and your borrowers.

As a nationally recognized trainer at Genworth, Steve has energized, taught and motivated more than 35,000 professionals in practically every state in the United States and Puerto Rico.

Cost: \$150.00 MMBA Members*/\$195 Non-Members

**Group discounts available for companies registering more than 1 employee.*

Visit www.massmba.com to sign up for individual sessions attend all 4 for \$450 (members)!

Not a member? Join the MMBA at a special discounted cost of \$95 for licensed and registered loan originators.

Thanks to our Corporate Advisors:



The Massachusetts Mortgage Bankers Association is pleased to present a four half-day series for loan originators!

MLO Academy
Sales

Mortgage Loan Originator Sales Academy Registration Form

Loan originators new or experienced; join us to gain the tools to help grow your business!

■ Sell Like a Rockstar!

April 3rd (Burlington, MA)

■ Marketing Yourself & Working with REALTORS®

April 24th (Norwood, MA)

■ Sales Tips from Top Originators

May 22nd (Burlington, MA)

■ Build Your Origination Business

June 24th (Norwood, MA)

Registration: 8:30 AM / Program 9:00 AM –Noon

Cost for each program: \$150.00 MMBA Members* / \$195 Non-Members

Attend all four for \$450!

Registration Form: MLO Sales Academy

I am a ☐ MMBA Member ☐ Non-Member Amount Enclosed: \$ _____

☐ Sell Like a Rockstar! (April 3rd) - \$150/\$195 ☐ Marketing Yourself & Working with REALTORS® (April 24th) - \$150 /\$195

☐ Sales Tips from Top Originators (May 22nd) - \$150/\$195 ☐ Build Your Origination Business (June 24th) - \$150/\$195

☐ Attend all Four: MBA Member -\$450 ☐ Non-Member - \$575

Name: _____ E-Mail: _____

Firm: _____ Phone: _____

Address: _____

City: _____ State: _____ Zip: _____

Amount of payment \$ _____ ☐ Enclosed or charge to ☐ Mastercard ☐ Visa or ☐ AMEX

Account No.: _____ Exp: _____ Signature: _____

Cancellations must be written and received no later than 48 hours prior to the event to receive a refund.
Please complete and return this form to:

MMBA, 21 School Street, 2nd Floor, Boston, MA 02108 / Phone: (617) 570-9114

Fax: (617) 570-9115