



PRIME Interest



Look for information about our upcoming
events and meetings at our website:
www.NAPMWHouston.org

Hello NAPMW Houston!

Please allow me to say THANK YOU to all of our Sponsors for the 2007 NAPMW Houston Trade Show – Survivor II “The Shanghai Sequel”. We could not have had such a successful evening without you. In side this month’s Newsletter are the companies that are supporting our industry by investing in an evening that was all about networking. I also want to thank each one of you that came to the Trade Show. I hope you walked away with a lot of cards and contacts.

When I wrote the June Newsletter, I started off with the over used quote “nothing is certain but change”. When I wrote those words, I had an idea of what to expect, but in August and September, the mortgage climate went to a new level. I do think we are going to see more changes but the last four weeks have been tough on us all. I cannot remember a time in the mortgage industry when we have experienced not only the vacuum of programs but companies closing on a daily basis.

When I think of the theme of our Trade Show “Survivor” I think of us as a force to be reckoned with.

Indeed many of us have survived the 80’s and 90’s.

We have seen extremely high boom markets and scary failing markets. We are going to have to pull together to survive. Special thanks are given to Syrisse Parker-Rowe and her team: Scott Hilton, Mark Bunting, Peggy Michel, Robin Lyons, Anita Revelle and Beth Imperatore for their tireless work in organizing this year’s Trade Show.

No matter your position in this industry, I think we can agree we are going to have to sharpen our tools. NAPMW Houston wants to be here to help you. In this Newsletter we are providing you with not only information that will help make your transition easier but also shed some light on how strong the Houston market still is.

You will also find information about the NAPMW Central Region Conference in October with great education opportunities. Speaking of education, please see that we have an FHA class and an Appraisal class coming up.

For our Monthly meetings we will have a panel addressing Down Payment Assistance in September and Multi-Cultural Selling in October.

I want to invite you to come to all of our events to not only learn but to network. There are lots of companies available to help and meet with you.



Kathryn Hardeman
NAPMW Houston-President
2007 – 2008



**WELCOME TO
OUR NEW MEMBERS**

**Michael Bindhammer – Lone
Star Mortgage**

Joady Rubin – Baker Mortgage
**Denise Ousley – Texas Supreme
Mortgage**

THANK YOU FOR RENEWING

Beth Imperatore

**Simone Law – All Type
Mortgage**

**Desira Singleton – All Type
Mortgage**

**Dina Snodgrass – Kroll Factual
Data**

**Let's make Houston the number 1
association in the Central Region.**

**Bring a guest to our next meeting so
they can see what all the excitement
is about becoming a part of
NAPMW Houston.**

NOTICE OF PENALTIES FOR MAKING FALSE OR MISLEADING STATEMENT

Effective September 1, 2007 and pursuant to Section 1. Subchapter B, Chapter 343, Texas Finance Code, Section 343.105, each mortgage lender, mortgage banker or licensed mortgage broker/loan officer shall provide to each applicant for a home loan this written notice at closing for full verification and execution by each loan applicant.

WARNING:

Intentionally or knowingly making a materially false or misleading statement to obtain property or credit, including a mortgage loan, is a violation of Section 32.32, of the Texas Penal Code, and, depending on the amount of the loan or value of the property, is punishable by imprisonment for a term of 2 years to 99 years and a fine not to exceed \$10,000.

If you are aware of or suspect any false or incorrect information used in connection with this loan, and do not report it immediately to the following agency, you could be held responsible and/or accountable by law:

Texas Department of Savings and Mortgage Lending
2601 North Lamar Blvd., Ste. 201
Austin, Texas 78705

Toll Free Consumer Hotline: (877) 276-5550

Main Number: (512) 475-1350

Email: smlinfo@sml.state.tx.us

Website: www.sml.state.tx.us

I/we, the undersigned home loan applicant(s), represent that I/we have received, read, and understand this notice of penalties for making a materially false or misleading written statement to obtain a home loan.

I/we represent that all statements and representations contained in my/our written home loan application, including statements or representations regarding my/our **identity, employment, annual income, and intent to occupy the residential real property** secured by the home loan, are true and correct as of the date of loan closing.

Applicant

Date

Co-Applicant(s)

Date



October 18, 19, 20, 2007



**Make plans NOW to attend NAPMW Central Region Fall Conference
Cherokee Casino & Resort in Tulsa, OK**

Cherokee Casino & Resort – 777 West Cherokee – Catoosa, OK 74015

Reservations - 1-800-760-6700 (Request group rate for NAPMW Regional Meeting '07)

Standard Rooms–Single/Double \$99.00 +tax or Suites-Single/Double \$119.00 +tax. (\$10.00 ea. Add'l person)

Registration cost for Members:

Friday Only \$95.00

Friday & Saturday \$150.00 (Includes Breakfast and Lunch Fri. and Sat. and Dinner on Friday)

Thurs., Oct. 18 th	Early Registration	4:00 p.m. - 5:00 p.m.
	Welcome Reception	5:00 p.m. - 7:00 p.m.
	Presidents Meeting	7:00 p.m. - 9:00 p.m.
Fri., Oct. 19 th	Registration	7:30a.m. - 8:45 a.m.
	Opening Ceremonies	8:45 a.m. - 9:00 a.m.
	Keynote Speaker	9:00 a.m. - 11:30 a.m.
	Lunch w/speaker	11:45 a.m. - 12:45 p. m.
	FHA Basics/Alana Stephens (Approved for Continuing Ed.)	1:00 a.m. – 4:45 p.m.
	Appraisals(exact topic not determined yet) (Approved for Continuing Ed.)	1:00 p.m. – 4:45 p.m.
	Industry Education - TBA	1:00 p.m. – 2:00 p.m.
	Industry Education - TBA	2:15 p.m. - 3:15 p.m.
	Reverse Mortgages	3:30 p.m. - 4:45 p.m.
	Molly's Landing for Dinner	5:30 p.m. – 7:30 p.m.
Sat., Oct. 20 th	Back to the Resort/Casino for fun on your own	
	Central Region Business Meeting	9:00 a.m. - 3:00 p.m.



What did you miss in August??

Best Decorated Booth – First Place

First Houston Appraisal

Best Decorated Booth – Second Place

AIG United Guaranty

Best Sumo Wrestler

Scott Hilton

Best Oriental Emperor

Mark Bunting

A Chinese Dragon...(that's right, a Dragon!)

Fabulous Door prizes!

DVD player, chocolates, wine, plants, games, bar ware, chiropractic exam, free appraisal, roadside bag, gift cards for dinners/gas/nails/coffee, and a fish!

Thank you to everyone who exhibited, participated, decorated, attended, initialed passports, networked, ate, drank, and was merry!

So do not miss September's meeting!

Watch for pictures on the website! www.napmwhouston.org



**Fortunes were found
at the
NAPMW - Houston
Networking Trade Show**

“The Shanghai Sequel”

Thank you to our exhibitors!

Beverage Sponsor: Rising Point Solutions

AIG United Guaranty Corporation

First National Bank of Arizona

Alamo Title

Flagstar Bank

Alethes, LLC

Greater Houston Association of Mortgage
Brokers

American Pacific Mortgage

Houston Associates Mortgage

Brett M. Shanks, PC/Fidelity Title

Houston Mortgage Bankers Association

Brubaker & Associates, Appraisers

Kroll Factual Data

Catechis, Campbell & Associates

Liberty Mutual

CEBI Capital Corporation

MGIC

Cook Insurance Services

Mortgage Alternatives

Countrywide Home Loans

Silver Hill Financial, LLC

Elzey Insurance

Southern American Title/Shanks Darby &

EverBank Wholesale Lending

Stewart Title/Shawn P. Black & Assoc

First Houston Appraisal

Texas Real Estate Academy



2007 Regional Fall Conference Info

**October 19-21st
Cherokee Casino Resort
Tulsa, OK**

President's meeting will be Thursday evening

Education 9-5 on Friday

Business meeting 9-3 on Saturday

to make reservations call 800-760-6700 under "NAPMW-Central Region" – rooms are \$99 + tax (single/double) and suites are \$119 + tax (single/double and \$10 per additional person)

A quick membership note...

A 10% discount is available to companies who have five or more employees who are Bronze, Silver, or Gold members. However, it is a rebated discount that is sent to the corporation annually. All members pay the full membership fee at the time of their membership and at the end of the program year we run the calculations to find those companies who are eligible for the rebate and then send the total rebate for those memberships to the corporate office. If the company is small and all the employees are from the same office it is clear that we send the rebate there. In cases where the company is larger in scope and the members are all across the US then we send the rebate to the corporate office.

NAPMW Headquarters Heads Up

NAPMW - Western Region Fall Conference, September 20 – 22, 2007, Tucson, AZ

Plan now to attend the “Wild, Wild West” NAPMW 2007 Western Region Fall Conference! Don't miss this three day conference packed full of networking and education opportunities to help you advance your career. Education sessions to include but not limited to:

- Mortgage Fraud
- Property Inspections
- VA Update
- Affordable Housing
- Time Management
- Loan Officer Survival Tactics
- Reverse Mortgage
- 1031 Exchanges
- And more!

For complete event details and registration information go to <http://www.napmw.org/pdf/WesternRegFallConf2007.pdf>

NAPMW - Greater Northeastern Region Annual Conference, October 5-6, 2007, Albany, NY

Change is in the air for the mortgage industry... Make SURE you are ready by attending the NAPMW – Greater Northeastern Region Annual Conference on October 5th! *You cannot afford **NOT** to attend!*

Come for a full day of education Friday, October 5th and stay for the Region Business Meeting on Saturday October 6th. Friday only registrations are available. Friday's education tracks include but are not limited to:

- Professional Etiquette: Essentials for Success
- Sub-Prime Alternatives
- Reverse Mortgages
- And more!

For complete event details and registration information <http://www.napmw.org>

National Education Conference – May 20 – 25, 2008

It's not too early to start planning for the 2008 National Educational Conference! Mark your calendar for May 20 – 25, 2008. Join us at the Hilton Riverside in fabulous New Orleans! As additional details for the Conference are confirmed over the coming months, information will be posted at <http://www.napmw.org/education/conventions.html> and shared with members through the *Headquarters Heads Up*.

***It's not too early to plan on attending the NAPMW National Education Conference,
May 20 - 25, 2008 at the Hilton Riverside in fabulous New Orleans!***

***NAPMW - Serving All Mortgage Professionals Who Want To Excel And
Employers Who Want Excellence.***

Taking a Closer Look... at Mortgage Insurance

Mortgage insurance premiums are now tax-deductible for many consumers who purchase or refinance a home in 2007. That means homeowners get the stability of a monthly MI premium *and* a tax deduction when they file taxes.

Home buyers with household incomes of \$100,000* or less can to deduct the full premium cost of MI, while households earning up to \$109,000 qualify for a reduced deduction. In today's uncertain mortgage marketplace, using MI makes more sense than ever. The following takes a look at the various options your customers have when it comes to choosing a plan.

Lenders typically pass the costs of lending money on to borrowers, and mortgage insurance is one of those costs. Lender-paid policies also are available, but they result in a higher interest rate on the mortgage, which is also tax deductible.

Furthermore, MI is available on a wide variety of loans and loan amounts. You can help your borrowers determine which premium plan is right for them. The cost of MI depends on several factors: the size of the home buyer's down payment, the type of mortgage loan, and the amount of coverage the lender or investor requires on the loan. Premium costs for a loan vary according to the plan, and mortgage insurance companies have created a range of premium options to meet every borrower's needs:

- Monthly premium – This is pay-as-you-go insurance. With this plan, the MI payment is folded into the monthly mortgage payment. It is a good choice for borrowers wanting to minimize closing costs.
- Single premium – With this plan, the borrower finances a one-time premium as part of the loan. (The premium can also be paid in cash at closing.) It is ideal if borrowers want to keep both closing costs and the monthly mortgage payments at a minimum, and a larger loan size can mean additional tax-deductible interest paid.
- Annual premium – This plan allows the borrower to pay an upfront premium, which can be financed with an annual renewal, paid in 12 equal payments over the year.
- Lender-paid mortgage insurance – With this plan, the lender pays the MI premium to the insurer. The borrower pays a higher interest rate for the life of the loan to cover the lender's higher cost of loaning you money, but the interest payments are tax-deductible. This plan reduces closing costs and monthly payments for many borrowers. However, it cannot be canceled.

Plans are also available for construction loans, second home loans, relocation mortgages, refinances, and other loan types. For more information on how MI can help lenders reduce risk while extending loan programs to borrowers with limited down payments, call your MI company representative.

*The tax deduction allowed decreases by 10% for each additional \$1,000 of adjusted gross income over \$100,000, up to a maximum of \$110,000. AIG United Guaranty does not provide tax advice. Furthermore, AIG United Guaranty hereby informs you that (i) any tax statement contained herein is not intended and was not written to be used, and cannot be used by any taxpayer for the purposes of avoiding penalties that may be imposed on the taxpayer; (ii) any such statement was written to support the promotion or marketing of materials contained herein; and (iii) borrowers should seek advice based on their circumstances from an independent tax advisor.





Money, Money, Money!

Agencies have Money.

Borrowers need Money.

Find out about the Money.

SETH, TDHCA, DAP, TVLB, HAP

Grants of \$5,000 or \$19,500 or \$40,000

September 11, 2007

Hess Club

5430 Westheimer

5:30 Social 6:00 Dinner

\$30 members \$35 future members

RSVP at www.napmwhouston.org

2nd Tuesday's EVERY Month = NAPMW

With apologies to Don McLean...

The Day the Subprime Died

A long, long time ago...
I can still remember
How that yield spread made me smile.
And I knew if I had my chance
Those mohos I could finance
And I could pay my bills for a while.

But February made me shiver
With every good faith I'd deliver.
Bad news on my e-mail;
I just lost one more sale.

I can't remember if I cried
When I saw the Fremont slide
But something touched me deep inside
The day the Subprime died.

So bye-bye, B\C money supply.
Sent my package to four lenders
But they all asked me why.
And good old boys were on a crack induced high
Singin', "This'll be the day the loans die,
This'll be the day the loans die."

Did you write some B\C loans,
Did you blow bucks on the iPhone?,
Did that nut Cramer tell you so?
Do you believe in rate control,
Can FHA save your borrower's soul,
Why is underwriting today so damn slow?

Well, I know you'll have to cut those fees
And you're wondering who has moved your cheese.
Bernarke's on the news.
You can't afford the MBA dues.

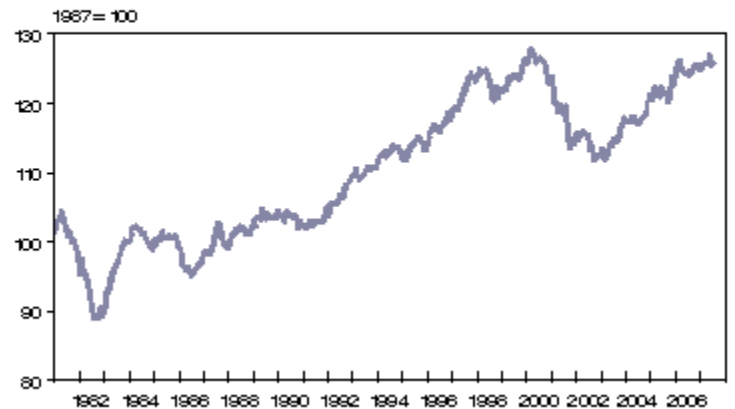
I was a semi-rich middle-aged broncin' buck
With a master plan and a lot of pluck,
But I knew I was out of luck
The day the Subprime died.

So bye-bye, B\C money supply.
Sent my package to four lenders
But they all asked me why.
And good old boys were on a crack induced high
Singin', "This'll be the day the loans die."

-unknown

TEXAS INDEX OF LEADING INDICATORS

MONTHLY, SEASONALLY ADJUSTED, 1987=100



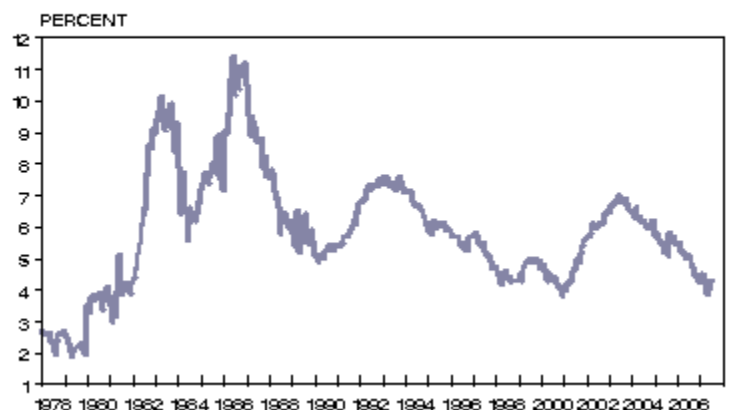
REAL RETAIL SALES: HOUSTON—SUGAR LAND—BAYTOWN

QUARTERLY, SEASONALLY ADJUSTED, MILLIONS OF 1982-84 DOLLARS



HOUSTON UNEMPLOYMENT RATE

MONTHLY, SEASONALLY ADJUSTED, PERCENT



Houston Economic Update - July 2007

Houston's economy has slowed along with a decline in U.S. growth and a pause in the expansion of domestic drilling activity. The job market, however, suggests that the bottom may have passed in the first quarter of this year. The second quarter saw local job growth pick back up to a seasonally adjusted 2.8 percent annual rate from only 1.8 percent in the first quarter. Houston's unemployment rate had been holding near 4.4 percent for six months but dropped quickly to a 4 percent average from April to June.

Retail and Autos

Both department and discount stores reported soft sales, often running at or below plan. Rainy weather boosted traffic through department stores, enticing consumers into the malls. Furniture stores were off significantly early in the year but had a nice comeback in May and June. Specialty-store sales were even with last year. A steep drop in May auto and truck sales raised concerns that Houston might be following the deteriorating path set by the national auto market. But June figures snapped back sharply, running 19 percent higher than June of last year.

Real Estate

Existing-home sales were off for the second consecutive month in June, falling 6.9 percent from last year at this time. Slower sales were concentrated in the bottom of the market, where tighter restrictions from subprime lending should matter most. Builders are offering incentives to both real estate agents and consumers. Pending sales expected to close over the next 30 days were also off by 1.5 percent, and the number of properties on the market was up 20 percent over a year ago. Otherwise, recent trends in real estate continue. Occupancy is flat in apartments, industrial and retail centers, but only apartments are eking out small gains in rent. The office market continues on a streak, with strong gains in both occupancy rates and rents.

Energy Prices

The price for West Texas Intermediate crude oil was \$63-\$64 per barrel in late May but strengthened steadily to over \$70 per barrel by early July. These prices, the highest of the last 10 months, were driven by continued strong global demand, improving domestic demand, and a general strike and violence in Nigeria. Natural gas markets saw no significant hurricane activity, air-conditioning requirements limited by rain in key areas and inventory still bearish at a steady 18-20 percent above normal. Prices slipped from \$7.50-\$8 per thousand cubic feet for much of June to near \$6.50 in early July.

Refining

Demand for crude in the U.S. was limited by low rates of refinery utilization, which held near 90 percent over the last six weeks. The utilization rate has been restrained by high levels of planned maintenance, a large number of unplanned outages and continuing shortages of labor and skills to deal with maintenance problems. Because of the refinery bottleneck, crude inventory is now well above the five-year average, and gasoline inventory is flat and well under the five-year average. Refiner profits remained high for those units left operating, averaging near \$20 per barrel.

Petrochemicals

Petrochemical markets were quiet. Polyvinyl chloride, ethylene and butadiene prices rose, but outages and other capacity issues seemed to play a bigger role than short-term shifts in demand. Demand for many petrochemicals has been sharply boosted by export markets in recent months, and exports continue for these products. Domestic demand is slowly improving.

Oil Services and Machinery

The story in oil services and equipment is not much change. Domestic drilling remains at high levels with little growth, and international work continues to drive most of the market's growth. The slower expansion of drilling activity means that items such as rigs, drill pipe and durable equipment are seeing capacity rapidly catch up with demand, limiting new orders and easing pricing pressure. Items used up in the drilling process remain in strong demand, and lead times for these consumables remain long and more difficult to manage.

Information credited to the Federal Reserve Bank of Dallas
<http://www.dallasfed.org/research/update-hou/index.cfm>



Education

Topic:

FHA: 2007 Update

Thursday

September 13, 2007

8:45am Networking and Check-In

Starts at: 9:00am for 3

Location: 8313 SW Fwy #210

For more information,

contact Beth Imperatore (979) 202-8524

Guest Speaker:

Linda Young - First Horizon

FREE for Members

\$35 for Future Members

A special thanks to all our sponsors and supporters.
NAPMW Houston accepts Master Card, Visa, and Checks.

Historical forces shape our values, attitudes and lifestyles.



You may not always agree- because the circumstances that shaped your life may have been different...The cover of Fortune Magazine this month features two good looking twenty-some-things saying, "Manage US? PUH-LEEZE..."

The Generations are a Hot Topic!

Do you remember back in the mid-eighties seeing those "Baby on Board" yellow and black signs? The ones that hung from suction cups in the rear windows of cars and minivans? The message to other drivers was, "BE CAREFUL because in this car is precious cargo." Well, that precious cargo is now on your payroll.

The Generation Y, Millennials, Echo Boomers, Nexters-- whatever you choose to call the generation born between 1980 and 2000-- are entering your workplace at an accelerating rate. Out of the 150 million American workers, about 22.5% are in the category called Generation Y and that number will increase every year for the next 10 years.

If you haven't noticed, as this new generation shows up for work they are causing a bit of a ruckus. Probably because they seem to have whole new perspective on life, a new set of values, a different work ethic, and they are a bit needy. This generation, like none before, needs praise and wants recognition for things that most managers feel are simply part of a day's work.

I just heard on NPR that companies are now hiring consultants to teach their managers how to praise these new young workers. They are creating employee recognition programs and systems that will recognize and reward routine accomplishments, not necessarily outstanding behavior. For example: kudos for being at work on time and awards for getting a report in. Forget about Employee of the Month—How about Employee of the Day!

Now you may be thinking, "yeah, right," especially if you are from Generation X. Generation X, sometimes called the "latch-key" kids, were born between 1965-1979.

This independent generation, for the most part, was left to take care of themselves as their moms entered the workforce. When Generation X entered the job market the economy was struggling. It was a buyers market. They were out there competing for jobs with the Baby Boomers, and the Boomers had the edge. Today, Generation X is sandwiched between two self absorbed generations; the Boomers and the Generation Y. No wonder they are cynical, saying the only praise they ever got was a paycheck!

Well, you say, blame it on their parents who just happen to be the "Late" Boomers. These are the younger batch of Baby Boomer parents; you know the ones who challenged teachers and the coaches when their kids were growing up. Today they are even challenging employers. Barbara Rose of the Chicago Tribune recently wrote that some Boomer parents do not hesitate to cross the line between behind-the-scenes supporter and overzealous advocate. They're known as "helicopter parents" for their tendency to hover even after their offspring leave home. Some parents worry their rising stars are getting shortchanged, overlooked and not valued for their uniqueness and talent. One mother called a private-equity banker to complain about her son's assignments and the long hours he was expected to work.

So where does all of this discussion get us? Actually, it's great information. The more we know and understand about each generation the better we can grow, adapt and achieve. As we begin to understand what events and circumstances formed each generation we being opening our minds and our hearts to the positive lesson we can learn as we navigate through the modern day workplace.

- Karen Mccullough was the Guest Speaker at last months MBA function and more can be learned by going to www.karenmccullough.com

NAPMW HOUSTON 2007 – 2008 EXECUTIVE BOARD**President****Kathryn Hardeman**

First Capstone Mortgage
Kathryn@KathrynHardeman.com
Work: 713-550-8710
Cell: 281-460-0777
Fax: 832-553-7805

President-Elect**Scott Hilton**

Texas Real Estate Academy
scott@scotthilton.com
Work: 713-774-9899 x102
Cell: 281-932-4739
Fax: 713-774-9895

1st Vice President / Education

Beth Imperatore
Mortgages First
2800 Marina Bay Dr Ste M
League City, TX 77573
Cell: 979-202-8524
Fax: 281-535-2305
beth@mortgages-first.com

2nd Vice President / Services & Resources**Mark Bunting**

AmTrust Bank
23302 Enchanted Landing Lane
Katy, TX 77494
Cell: 713-392-1026
mbunting@amtrust.com

**3rd Vice President / Membership / Dues
Collector****Richard Alvarado**

3 Cliff Court
Houston, TX 77076
Cell: 713-254-1530
Fax: 214-496-3110
Richard@Richardalvarado.com

Treasurer**Peggy Michel**

Black, Mann & Graham LLP
4900 Woodway Drive, Ste 650
Houston, TX 77056
Work: 713-871-0005
pmichel@bmandg.com

Director of Programs**Syrisse Parker-Rowe, MML, CMI**

P.O. Box 420241
Houston, TX 77242-0241
281-433-4580 Cell
syrisses@yahoo.com

Corresponding Secretary / Newsletter**Aaron T. Hansz**

PO Box 462
Barker, Texas 77413
Work: 832-391-3412
Cell: 8362-439-3280
aaronhansz@yahoo.com

Recording Secretary / Minutes**Gracie Bustos-Cantu**

Ever Bank
14114 Dallas Parkway, Suite 305
Dallas, TX 75254
Cell: 832-971-1058
Fax: 713-460-2018
bustosgracie@hotmail.com

Director of Arrangements**Robin Lyons**

Black, Mann & Graham
rlyons@bmandg.com
Work: 713-871-0005
Cell: 832-788-5150
Fax: 713-599-1143

Sunshine Committee Chair**Mary Ann Regan**

Brubaker & Associates
mregan@brubakerandassociates.com
Work: 713-464-4666
Cell: 713-823-0336
Fax: 713-464-4669

Parliamentarian**Pam Daine**

Interfirst/Citi Wholesale
11823 Mesquite Estates Lane
Cypress, TX 77429
Cell: 832-326-9363
Fax: 281-304-6531
pamela.daine@abnamro.com



BRUBAKER AND ASSOCIATES
real estate appraisers and consultants

Just a reminder to some of our members that your membership has or is about to expire. You can renew it today online at www.napmw.org This is the National website and while you are renewing make sure that your information is current on your member profile so you will receive the news from our National Headquarters.

Note from the editor...

What do you want to see in this newsletter? Market trends? New selling ideas? New Products? New Laws coming into effect? A great summer time drink recipe?

It is the goal of the 2007 Board to make this newsletter GREAT and also for it to be a tool for you. I would love to hear from you on different ideas of what you wish to see, even if it is a one time thing or an ongoing article or subject of interest.

Please email your thoughts to me at aaronhansz@yahoo.com and as always have a great day!

Are you a designated mortgage professional? If not, WHY?

As competition increases, customers will demand knowledgeable and well-versed individuals to access and serve their needs. If you do not understand the mortgage industry, federal regulations, and all facets of the loan cycle, you may be left behind. As customers themselves become more educated about the mortgage process, shouldn't you?

The Institute of Mortgage Lending offers three designations...

- **Graduate of Mortgage Lending (GML)**

Experience Level: 1 or more years in the mortgage industry

Prerequisites: None

Participation Requirement: Correspondence or Online

Written Exam: Yes

Oral Exam: No

Continuing Education: Yes



- **Master of Mortgage Lending (MML)**

Experience Level: 1 or more years in the mortgage industry

Prerequisites: Graduate of Mortgage Lending

Participation Requirement: Correspondence

Written Exam: Yes

Oral Exam: No

Continuing Education: Yes



- **Certified Mortgage Instructor (CMI)**

Experience Level: 3 years professional experience in the mortgage industry

Prerequisites: Instructor Development Workshop

Participation Requirement: Workshop Participation

Written Exam: No

Oral Exam: No

Continuing Education: Yes



The Institute of Mortgage Lending offers individual GML/MML/CMI course registrations, as well as a corporate licensing program that provides corporations with the opportunity to participate in the GML/MML/CMI designation programs for their company employees. To register contact the NAPMW Offices at (800) 827-3034 or write to the Association at - info@napmw.org or cindy@napmw.org.



*Your Success Begins With Your
Participation In NAPMW!*

EVENTS 2007-2008



- | | |
|---------------------|--|
| September 11 | Down Payment Assistance Programs |
| October 9 | Multi-Cultural Selling – Dr. Oscar Gonzales |
| November 13 | <i>Secondary Marketing*let us know if this interests you...</i> |
| December | Christmas Party |
| January 8 | <i>One Page Business Plan*let us know if this interests you...</i> |
| February 12 | Bottle Auction and Wine Tasting |
| March 11 | <i>Houston Zoo Social and Election</i> |

For more information contact:

Syrisse Parker Rowe syrisses@yahoo.com www.napmwHOUSTON.org

Are you looking for industry professionals?

Mortgageboard.com is a job board partner for the National Association of Professional Mortgage Women. Mortgageboard.com offers hiring solutions to the association members as well as discounts of up to 20% off selected packages* to all members who find the Job Board through the association.

More than a generic Job Board, Mortgageboard.com is a Niche Career Center giving you access to the internet's largest resume pool of mortgage professionals. By posting your positions and searching resumes online, you will increase your exposure to these industry jobseekers at a fraction of traditional recruiting and online costs.

To get more information about posting positions on the site and having access to the resume database of local and national jobseekers call (877) 846-5478 Toll Free or go to www.mortgageboard.com.

HELP WANTED FOR NAPMW-HOUSTON

MEMBERSHIP:

Want to help in growing our organization? Contact Richard to help with the Membership Committee!

Richard Alvarado
713-254-1530 Cell
richard@Richardnalvarado.com

SERVICES AND RESOURCES:

Like throwing parties? No one likes to throw a party as much as Mark does so give him a call today and join the fun!

Mark Bunting
713-392-1026 cell
mbunting@amtrust.com

NEWSLETTER:

Have a topic to add to the Newsletter, need to advertise to over 2,000 LO's, brokers, and other members of NAPMW, or want to have a subject further explored? Call Aaron!

Aaron T. Hansz
832-439-3280
aaronhansz@yahoo.com

EDUCATION CORNER

If you would like to be a sponsor for one of our upcoming Education classes, or would like to help educate our Members, contact Beth Imperatore.

Beth Imperatore
281-535-2300 Work
beth@mortgages-first.com

FALL in LOVE with NAPMW!



*I came for the Education... I stayed for the friends...
What I received... an Enhanced Mortgage Career!*

EDUCATION

FREE Educational Training on Topics such as:

SML Compliance
Mortgage Lending Laws
Credit Scoring
Processing Guidelines
FHA / VA
Identity Theft
Underwriting Panels

and more!

Our accredited education events are usually every other month and are FREE to NAPMW Houston Members.

Get the schedule:
www.NAPMWHouston.org

Look for information about our future events and meetings at our website:
www.NAPMWHouston.org

MEMBERSHIP INCLUDES:

Incredible Networking Events
Increasing Leads
Notes and Deeds (4 printed Issues)
Individual Insurance Coverage
Discounts at NAPMW Events
NAPMW Branded Credit Card
Online Membership Listing
Access to Members-Only Content on NAPMW Website!

DISCOUNTS INCLUDE:

GML and MMLS Credentials
Certified Flood Systems Services
Subscription to Mortgage Originator
Subscription to Origination News
DHL Airborne Express Shipping
Broadwing Long Distance Communication Services

For information about joining NAPMW Houston, please contact Richard Alvarado at 713-254-1530 cell.