



PRIME Interest



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

Hello Houston & The Woodlands,

This will be my last letter to you as President. What a year it has been. Would I do it again? You betcha! I was fortunate enough to have a strong board. I thank them all.

It is not too late to register for the NAPMW's National Education Conference, May 20 - 25, 2008 at the Hilton Riverside in fabulous New Orleans! I would love to see you there. There is incredible education, great networking, and fun galore. If you have never been, take this opportunity to take a short trip to New Orleans and join in. Friday will be the awards luncheon, we have 22 nominations. I am sure Scott's first letter as President in June will be full of great news. Visit our award winning website for the link to registering for the conference, www.NAPMWHouston.org

Please mark you calendars for our next General Meeting, Tuesday, May 13th. You will get the opportunity to meet and hear from the new TDSML Commission Doug Foster. Michael Brubaker will be installing our new 2008-2009 Board. It is also Jerry and my anniversary. Please come celebrate.

Once again you can get all the details and RSVP at our website, www.NAPMWHouston.org

If you haven't heard the news yet, Houston is the largest Association, which makes the Central Region the largest Region. Richard Alvarado will be announcing the winner of the membership contest! Keep posted.

One last note, if you are not a member, please consider investing your money in NAPMW. It is true for me; I came for the education, stayed for the FRIENDS and received an enhanced mortgage career.

Thank you so very much for allowing me to be your President.

**Kathryn Hardeman
NAPMW Houston-President
2007 – 2008**



Special Message from Past National President

Hulene Bridgman-Works

Hi there fellow NAPMW members! Can you believe that we've turned over almost 365 pages of the calendar since last year's Annual Conference in Orlando? Doesn't seem possible, does it?

I know that this letter is long and for that I apologize – but I do hope that you will take time to read it and understand what I am trying to say and do. NAPMW is my association. I took possession the first time I paid my dues. I knew it was the association for me because I knew nothing about the industry and I knew that NAPMW was going to be my teacher. I am happy with what NAPMW has accomplished in the past and I continue to feel very strongly about what NAPMW is all about and what the great role it can play within the industry in the future. Great things are happening.

You know when you've been a member for over 25 years it seems that everyone everywhere knows your name and how to get in touch with you. Even though I am retired, it is not unusual for me to receive calls from people asking me mortgage questions. I receive at least two to three calls each week from people wanting to know about education classes that NAPMW might be holding. Friends call me to tell me they are looking for jobs and companies e-mail me and call me to ask about applicants that might be available for jobs. That is where I take advantage of my NAPMW Network. I start sending e-mails, making phone calls, sending cards. That, my fellow NAPMW members, is to me what I think the NAPMW NETWORK is all about.

NAPMW has experienced some changes this year. After a 19 year relationship with Melby Cameron and Hull came to an end, we found an outstanding replacement to take over the management of our headquarters. Now you think that is not a monumental task – well it was. But Specialized Association Services (SAS as we call them) became part of the NAPMW family. The transition from MCH to SAS was smooth and with the expertise and knowledge they possess, they are ready to lead us to the next level in NAPMW's Strategic Plan.

Your National Board has taken their fiduciary responsibility very seriously. They took a look at our financial status, did some deep cutting of expenses, and have done an excellent job in stopping the drain on some of our finances. But that has not stopped them from working with our new management company to research new and exciting benefits for our members.

A new 501(c)(3) organization is being set up whereby NAPMW can receive grants for doing what we do best – EDUCATION. Through this 501(c)(3) organization, we can now offer education to the general public – we can educate them in how, what, when, and where to be a part of that American Dream – Home Ownership. Of course this won't happen overnight. But at least it is well underway.

And you know what is so exciting to me is that FHA is now calling us. Yes, you heard me right. When I was National President in 1995-1996, I had the opportunity to meet with the Head of FHA. I told him that he was missing out on the greatest educational opportunity in FHA history. I told him NAPMW was the educational arm of the mortgage industry and FHA needed NAPMW. Well, it took them a while, but we've begun several FHA educational sessions and are working on many more.

Freddie Mac has been on Board as a Double Diamond Sponsor for several years and they continue to work with us to provide top notch education. I guess what I'm getting down to is trying to help out NAPMW and responding to President Barnett's request. You will note on the web site home page that she has made a personal donation to NAPMW. Our membership is down, expenses continue to go up, our sponsorship dollars are down, but the National Sponsorship Committee has been working hard and they are so close to making their goal for this year which in turn helps NAPMW meet its budget.

The gist of all of these words is just a request from me. I live on a fixed income – don't have a lot of extra money to spread around. But I am going to send just \$5.00 to NAPMW just to let them know I am proud to be a member.

And I'm asking each member to do the same. I do know that many of you cannot do that because of your circumstances and that is okay. But I am hoping that we do have members out there that can give a little more than \$5.00 – perhaps \$10 or even more. Not for any special reason other than just to say you support NAPMW and you are proud to be a member. Just put your check in an envelope and forward it to NAPMW, P.O. Box 140218, Irving, TX 75014-0218,

Just think if each member could send \$5.00 the results would be –

...let's see 2,000 members at \$5.00 each...

= \$10,000.

WOW what a way to end a year! Let's see how much impact our contributions can have on NAPMW's bottom line.

Warmest Wishes!
Hulene



Hulene Bridgman-Works
Member of NAPMW Dallas since 1982
Past National President 1995-1996



Topic:
TDSML Commissioner Doug Foster

Tuesday
05-13-2008

5:30pm Networking and Check-In
Starts at: 6:00pm for 2 Hours

Location: Hess Club
For more information,
contact Robin Lyons 713-871-0005

Guest Speaker:
TDSML Commissioner Doug Foster

\$30 for Members
\$35 for Future Members

A special thanks to all our sponsors and supporters.

NAPMW Houston accepts Master Card, Visa, and Checks.



Welcome YOUR 2008-2009 Board of Directors

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Don't forget to update the National Website if your contact information has changed and also send me notice so that I can update your information on our database. Email me at Richard@Richardnalvarado.com

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.

Are you looking for some inexpensive advertising?

Place an AD in the NAPMW-Houston Newsletter!!

Our newsletter is distributed to over 1,000+ mortgage professionals on a monthly basis and we want to give you the opportunity to get in on the action! Pricing is for 12 rolling issues and is as follows:

- Full Page: \$250 (member price) or \$300 (future member price)
- One half Page: \$125 (member price) or \$150 (future member price)
- One quarter Page: \$60 (member price) or \$75 (future member price)
- Business Card Ad: \$25 (member price) or \$30 (future member price)

Please contact **Aaron T. Hansz at 832.439.3280** or at aaron@hansz.com with any questions!

Notes & Deeds Now Available Online!

Make sure you don't miss the latest issue of your NAPMW member magazine, Notes & Deeds. It's packed with news you can use to stay up-to-date on industry trends and all the latest NAPMW resources and activities. View or download your copy online today! Simply go to www.NAPMW.org, log in to the "Members Only" Area, and click on "Notes and Deeds" under "Resources" on your Members Only landing page.

AIG United Guaranty

The Hungry Account Executive Part 4

Visible

by: Michael McFarland, CMB

To have the faith of Jack Sparrow and trust that our industry's compass will always point north we must appreciate the darkness from which we've come, and work smarter. The last six years combined volatile mass: an epic refinance boom, the easing of FHA and Conventional credit guidelines, and the emergence of a new risk hungry secondary market fueled by ALT-A and subprime production.

We witnessed countless numbers of inexperienced originators and investors pop-up, all of them eager to claim their piece of the mortgage pie. Interest rates went up, property values declined, foreclosures increased, and the house of cards fell like the value of a mortgage-backed security. It has been a pirate's world indeed.

Where are we today?

We have come full circle. Back to a cleaner life and the basics of FNMA, FHLMC, FHA/VA, and believe it or not mortgage insurance. Consequently in order for the sales person to rise from the ashes of our industry, he or she recalls a key tool of selling; visibility – put your face in the place. The place is in front of a qualified client. A visible account executive consistently shows up with a noticeably refreshing personal touch. "Visibility" is the fourth component of the KRAVE Success Method.

Knowledgeable

Responsive

Accessible

Visible

Enduring

Visibility's value is intertwined with the production knowledge of an account. Without this basic knowledge, your ship sails aimlessly about an ocean of clients. With a clear heading established, what does it mean to be visible? Ninety percent of success is showing up consistently. Create a sales call schedule that places you in front of decision makers on a regular basis. I believe in ONE CALL/ONE MESSAGE.

During the course of a conversation with a customer, you will uncover many opportunities where you have a product or service that is appropriate. Instead of dumping all your products at one time, take note of these needs and use them as a reason to be visible with your client in the future.

Today's technology, market place, and human nature combine to make it impossible to grab someone's attention long enough to tell him or her about every treasure in your chest. Listen well and strengthen the relationship by providing one message with each sales call. There are multiple benefits to this.

First, you create a venue to completely cover a product or service sans distractions. Second, you create an opportunity to delve deeper into the client's needs, gain a better understanding of your customer, and position yourself as a trusted advisor. Solid relationships are built over time by consistently providing information that is relevant and valuable. One call/one message keeps your ship true to its heading.

Visible also means making sure you acknowledge and respect everyone at the customer's office. You never know when the receptionist will be in a position to decide whether or not you get the business. Technology's bounty has been a blessing and a curse. Imagine what it would be like to process trillions of dollars of mortgages annually on a typewriter and a fax machine versus a computer, LOS, and the Internet. Technology is creeping into every facet of our lives creating "techno-clutter", all of it competing for our attention.

In the beginning, technology was used as a tool to differentiate you from the competition. Today we are so connected to technology that we have begun to disconnect from each other. In an effort to be more efficient, we leave our humanity at the keyboard. People need people. People want to connect with others. We want to be heard. We want to look into someone's eyes and know we can trust him. It is time to unplug from the system. Make an appointment to have lunch, play golf, or whatever floats your boat in an effort to connect with a customer outside of the technology trap. Call your client and talk to him or her on a personal level, discover what is going on in his or her life, and then just listen. Find the lost art of gratitude. Hand write and mail a personal note thanking someone for the business or the impact they have made on your life. The differentiator uses personal touch to solidify relationships and supplements with short, non-personal electronic communication.



Successful sales people ride the tide and enjoy the challenges this industry provides. Set your course North to visibility. Be the personal difference, and the winds of prosperity will fill your sails.

Michael McFarland, CMB, is dedicated to helping people achieve balance and discover prosperity. Michael can be reached via email at yourvoice1@sbcglobal.net or by phone at 713-703-1124.



April 14, 2008

To: Clients and Friends

From: David F. Dulock

Subject: RESPA: Proposed Rule to amend Regulation X (Federal Register, Vol. 73, No. 51, Pages 14030-14124).

On March 14, 2008, the Department of Housing and Urban Development ("HUD") published a proposed rule to amend Regulation X. If HUD adopts this rule, as proposed, it will have a significant impact on mortgage lending and closing practices.

Overview of Proposed Rule:

The proposed rule is intended to: (i) revise and standardize the Good Faith Estimate (GFE); (ii) ensure that page one of the GFE provides a clear summary of the loan terms and total settlement charges; (iii) provide more accurate estimates of costs of settlement services shown on the GFE; (iv) improve disclosure of yield spread premiums; (v) facilitate comparison of the GFE and the HUD-1/HUD-1A Settlement Statements; (vi) ensure that at settlement borrowers are made aware of final loan terms and settlement costs, by reading and providing a copy of a closing script to borrowers; (vii) clarify HUD-1 instructions; (viii) clarify regulations concerning discounts; and (ix) expressly state when RESPA permits certain pricing mechanisms, including average cost pricing and discounts, and volume based discounts.

Text of Proposed Rule:

The text of the proposed rule can be printed from the Federal Register website:

<http://www.gpoaccess.gov/nara/index.html>

You may also obtain a copy by clicking on:

<http://a257.g.akamaitech.net/7/257/2422/01jan20081800/edocket.access.gpo.gov/2008/pdf/08-1015.pdf>

NEARLY 40,000 HOMES AND BUSINESSES IN THE AREA ARE GETTING NEW ZIP CODES

The U.S. Postal Service announced the new ZIP codes for this area this week. The changes will affect for those residents/businesses in Richmond, Sugar Land and Baytown.

This information is also online at the U.S. Postal Service Web site at www.usps.gov. The new ZIP codes will go into effect July 1, but customers can still use their old ZIP codes for a year transition period. By July 1, 2009, all mail must contain the new ZIP codes.

Richmond

Richmond's 77469 ZIP code will be split into two different ZIP codes, 77406 and 77407, in order to serve more than 17,500 customers

Sugar Land

The Sugar Land ZIP code 77478 will change - but only by one digit - to 77498.

Baytown

The Baytown ZIP code 77520 will be changed to 77523

The post office will mail out notifications about the changes to all affected property owners from May 15 to June 1.

Anyone with questions about the new ZIPs can call the local post office at (800) 275-8777.

-Information provided by United States Postal Service

NEHEMIAH WINS LAWSUIT AGAINST HUD!

Judge Lawrence K. Karlton of the United States District Court for the Eastern District of California upheld Nehemiah's motion for summary judgment and invalidated the U.S. Department of Housing and Urban Development (HUD) rule to ban private downpayment assistance as proposed in the "Standards for Mortgagor's Investment in Mortgaged Property" regulation published October 1, 2007.

To be clear, this rule cannot be enforced by HUD and is no longer a threat to private downpayment assistance programs.

We are thrilled with the Court's decision to support low-to-moderate income families across the country by ruling against HUD's attempt to ban private downpayment assistance," said Scott Syphax, President and CEO of Nehemiah Corporation of America. This is a major and conclusive judgment, leaving no uncertainty that downpayment assistance is a life line to the families that Nehemiah serves. It is heartening to see that the Court's arguments echo our sentiments and concerns. This decision preserves access and supports the use of sensible and reasonable approaches to homeownership for millions of working class families. It is a privilege to continue providing a helping hand to America's underserved families by building both safer communities and financial strength through homeownership. As we have said before, we look forward to working with HUD to support deserving families across the country."

To read more about Nehemiah's court victory, visit: <http://www.getdownpayment.com/updates/insidetrack.asp>



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@Richardnalvarado.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

Law Office of Brett M. Shanks, P.C.
 Fidelity National Title Company
 Work: 832-391-3412
 Cell: 832-439-3280
 aaron@hansz.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

***You NEED to plan on attending the
NAPMW National Education Conference,
May 20 - 25, 2008 at the Hilton Riverside in
fabulous New Orleans!***

NAPMW National Association of
Professional Mortgage Women

Houston

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.

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
aaron@hansz.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.