



# About the VMLA Annual Convention

Becoming a sponsor of the Virginia Mortgage Lenders Association Annual Convention is an affordable and convenient way to meet and introduce your company to the decision makers in the Virginia mortgage industry. This is an opportunity you will not want to miss!

- The Keynote Speaker for the 2018 Annual Convention will be Dave Sanderson, survivor of US Airways Flight 1549, or "The Miracle on the Hudson."
- This annual event has historically drawn up to 300 attendees.
- Attendees include mortgage executives, loan originators, servicers, associates, etc.

## Agenda At-A-Glance

### Thursday, September 20<sup>th</sup>

8:30-10:00 am	<b>VMLA BOARD MEETING</b>
9:00-10:00	Registration & Exhibit Hall Open
10:00-10:30	<b>WELCOME, INTRODUCTORY REMARKS, AND VMLA ANNUAL MEETING</b> <i>Awards, Recognition, &amp; Election of VMLA Officers</i>
10:30-11:20	<b>KEYNOTE: BRACE FOR IMPACT - HOW TO GROW FROM CHALLENGING LIFE EVENTS</b> <i>Dave Sanderson, "Miracle on the Hudson" Survivor</i>
11:20-11:40	Networking Break in the Exhibit Hall
11:40-12:30	<b>WASHINGTON POLICY &amp; POLITICAL UPDATE</b> <i>Bill Kilmer, Mortgage Bankers Association</i>
12:30-1:30 pm	Networking Lunch
1:30-2:15	Breakout Sessions, choose one:  <b>BORROWER OF THE FUTURE</b> <i>Jenneese Worley &amp; Nathan Taylor, Freddie Mac</i>  <b>WOMEN IN MORTGAGE LENDING PANEL</b> <i>Panelists TBA</i>
2:25-3:05	Breakout Sessions, choose one:  <b>EMOTIONAL INTELLIGENCE: THE TOP PRODUCERS MINDSET</b> <i>Tammy Robinson, Radian Guaranty</i>  <b>EMERGING MORTGAGE INDUSTRY LEADERS PANEL</b> <i>Panelists TBA</i>
3:05-3:25	Networking Break in the Exhibit Hall

3:25-4:25	<b>DIVERSITY &amp; INCLUSION IN THE MORTGAGE INDUSTRY</b> <i>Tony Thompson, NAMMBA</i>
4:30-5:30	Networking Reception
5:30-7:30	<b>VAMPAC CASINO NIGHT &amp; SILENT AUCTION</b>
7:30	Dinner on your own - Enjoy!

### Friday, September 21<sup>st</sup>

8:00-9:00 am	Continental Breakfast in the Exhibit Hall
9:00-9:10	<b>WELCOME &amp; REMARKS</b>
9:10-10:10	<b>DEATH BY CLICHE AND OTHER BUSINESS BUZZWORDS</b> <i>Steve Richman, Genworth</i>
10:10-10:30	Networking Break in the Exhibit Hall
10:30-11:20	<b>USING TECHNOLOGY TO GROW YOUR MORTGAGE BUSINESS &amp; IMPROVE YOUR CUSTOMERS' EXPERIENCE</b> <i>Kirk King, Continuity Programs, Inc.</i>
11:20-12:20	<b>THE INNER GAME OF NEGOTIATION AND SELLING</b> <i>Yedda</i>
12:20 pm	Convention Adjourns

\*\*Convention Agenda subject to change.

## Location

**HILTON NORFOLK THE MAIN**  
100 E Main Street  
Norfolk, VA 23510

At the corner of Main and Granby streets, in downtown Norfolk, discover Hilton Norfolk The Main hotel. Situated within walking distance to over 50 restaurants and 9 miles from Norfolk International Airport, we make it easy to explore the vibrant city of Norfolk.

