



Vermont Bankers Association, Inc.  
"With Vermont's Banking  
Community, Vermont Prospers"



**NEW HAMPSHIRE BANKERS ASSOCIATION  
MAINE BANKERS ASSOCIATION & VERMONT BANKERS ASSOCIATION, INC.  
IN PARTNERSHIP WITH  
MORTGAGE BANKERS & BROKERS ASSOCIATION OF NH  
MAINE ASSOCIATION OF MORTGAGE PROFESSIONALS &  
VERMONT MORTGAGE BANKERS ASSOCIATION**

**\*\*\* REMINDER \*\*\***

**2017 TRI-STATE MORTGAGE CONFERENCE**

We are all very pleased to host the **2017 Tri-State Mortgage Conference** on **Thursday, February 2 & Friday, February 3, 2017** at the Marriott Residence Inn/Portsmouth Harbor Events Center in Portsmouth, New Hampshire. This year's event was planned by your peers and promises to be an event you will not want to miss! There will be opportunities to network with old friends as well as meet new ones, visit vendors you currently have a relationship with or meet one you did not know, and most importantly, learn valuable information from speakers and workshops to take back and apply to your job.

The conference will begin on Thursday at 8:15 a.m. with a delicious breakfast buffet with your exhibitors, and we encourage you to visit and thank them for their support throughout the event. We are pleased to recognize our exhibitors joining us to date: **Allied Solutions, LLC; Barristers Title & Closing Services; First American Professional Real Estate Services; Florida Capital Bank Mortgage; Kriss Law; Mercury Network; Minter Group; National MI; New Hampshire Housing Finance Authority; Paramount Settlement Services; Priority Title Services, Inc.; Wells Fargo Home Mortgage.**

We also want to thank **Federal Home Loan Bank of Boston** for sponsoring the Thursday morning breakfast buffet and **Embrace Home Loans** for their sponsorship of the Thursday Buffet Luncheon.

**Steve Richman**, National Spokesperson/Sale Trainer/Marketing Manager/Consultant for Genworth Mortgage Insurance, will jump start the conference focusing on how to navigate through the homeownership process and best serve your clients. **Kate Luczko**, President & CEO of Stay. Work. Play., will keep the conversation going on promoting New England as a favorable place for young workers and recent college graduates to stay, work and play in your state. Technology will be addressed by **Anne Segrest McCulloch**, SVP of Credit and Housing Access at Fannie Mae. **HMDA Survival** – learn everything you need to know from the lady that lives and breathes HMDA, **Susan Quilty**, Quilty & Associates. In the afternoon, you will learn how to keep moving forward in the regulatory environment with **Ruth Dillingham**, Special Counsel at First American Title and **Richard Hogan**, Associate General Counsel at CATIC. To end the day on a lighter note, **Jack Agati**, President of Encouraging Concepts Associates, will help you learn how to motivate and encourage others without money – learn the art of encouragement.

Friday morning will begin with a view from Washington, provided by the ever popular Washington expert, **Rod Alba**, SVP of the American Bankers Association (ABA). Rod will be followed by a conversation with the state **Banking Departments** and Violation and Exam Issues as seen by the regulatory agencies, **FDIC**, **OCC**, **Federal Reserve Bank of Boston**, and **CFPB**.

Please return your completed registration form with payment no later than **Thursday, January 19, 2016** to the New Hampshire Bankers Association, PO Box 2586, Concord, NH 03302-2586, or email to Laurie Naro at [lnaro@nhbankers.com](mailto:lnaro@nhbankers.com) and an invoice will be provided. You may also locate this information on our website and pay by credit card at [www.nhbankers.com](http://www.nhbankers.com).

If you have any questions concerning the program, please contact Sandy Tracy at [stracy@nhbankers.com](mailto:stracy@nhbankers.com) or (603) 224-5373 or Steve Bauer at MBBA-NH, [info@mbba-nh.org](mailto:info@mbba-nh.org) or (603) 225-6111.

If you require overnight accommodations at the Marriott Residence Inn, the conference room rate is \$125.00 (plus 9% NH rooms tax and parking) for a studio suite - 1 king bed with sofa bed, fully equipped kitchen, living room and dining area. Please contact the hotel directly at (603) 422-9200 or follow this link: [Group Rate Reservation](#) **no later than Friday, January 6, 2017**. Please note: The fee for overnight parking is \$25/room/night.



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## 2017 TRI-STATE MORTGAGE CONFERENCE

Company Name: \_\_\_\_\_  
 Contact Name: \_\_\_\_\_  
 Street Address: \_\_\_\_\_  
 City, State, Zip code: \_\_\_\_\_  
 Email address: \_\_\_\_\_ Telephone: ( ) \_\_\_\_\_ Fax: ( ) \_\_\_\_\_

I/we are members of (check all that apply):

NHBA \_\_\_ VBA \_\_\_ MBA \_\_\_ MBBA-NH \_\_\_ VMBA \_\_\_ MAMP \_\_\_

Name (& Nickname, Title	Email		Full	Thu Only	Fri Only
		Member:	\$275	\$225	\$75
		Non-Member:	\$550	\$450	\$150
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\*Due to the Omnibus Budget Reconciliation Act of 1993, \$98.75 (meals for full conference), \$60.82 (Thu. only), or \$37.93 (Fri. only) is not deductible as a cost of doing business.

**Cancellations:** Registrations may be canceled prior to 5:00 p.m. on Thursday, January 19, 2017 by notifying the NHBA office at (603) 224-5373. Refunds are subject to a \$50.00 per person service charge. Any cancellation received after January 19, 2017 is not refundable, but is transferrable to another individual from your institution who would like to attend this conference. All registrations received by fax, email or online are subject to this cancellation policy.