

**MBAC Single-Family Lenders
Educational Conference
March 25-27, 2007**

"SUCCESS STARTS HERE"



Navigate your way to success at next month's MBAC Single-Family Lenders Educational Conference in Myrtle Beach, SC.

The agenda includes two sessions, approved for four mortgage banking/broker continuing education credit hours each, on managing risk and an introduction to appraisal underwriting. Stephanie Clark, Operations Training Lead for RMIC in Baltimore, will lead the session on risk management. MaryKay Scully, Director of Consumer Education for Genworth Mortgage Insurance in Raleigh, will conduct the appraisal training session. Kathy Casadonte, Mid-South Marketing Advisor, Continuity Programs, Inc., of Raleigh, will discuss maximizing your existing client base on Sunday afternoon. Ken Taylor, President of Ken Taylor & Associates will present his proven ideas for success in "The Winning Edge" at 4 p.m. Sue Woodard, Vice President of the Mortgage Market Guide and Regional Sales Trainer for CTX Mortgage

Company, will kick things off Monday morning with "The Magic Bullet." Darylle Dennis, President of The Value Exchange Dynamic, will present "Seven Steps to Highly Effective and Productive Behavior" in the afternoon, followed by an educational session on the path to earning a CMB designation. Sixteen-year-old Logan Aldridge will share how he overcame a disabling injury to go "Beyond Expectations" and others can overcome their obstacles to success, at the Awards Recognition Breakfast on Tuesday.

Dress for the conference is business casual. For more details, see the full conference agenda on pages 8 and 9.

Registration is filling up fast. If you haven't already returned your registration form, do it today. If you have questions or need additional registration forms, please fax your request to the MBAC office at (704) 552-7071 or email it to clc@mbac.org.

President's Message



Rhonda B. Marcum

By now many of you have received a letter sharing the announcement that Dee McCandlish is planning to retire from her 21-year role as Executive Director of MBAC.

Dee is stepping down sometime late in 2007, and in her truly gracious and professional style, shared this timeline with the Executive Committee of the Board and Board of Directors at our December 2006 Board Meeting.

We have time to transition and have begun the process. A committee led by Ed Brown has been formed to seek and recommend a replacement for the position of Executive Director. The committee anticipates reaching a recommendation by mid-year. This will allow us several months to smoothly coordinate the change.

Let's take a brief look at where we are and how we have gotten there. We all know The Mortgage Bankers Association of the Carolinas was created over 50 years ago with a mission to educate, communicate and provide legislative representation while promoting the highest level of ethical standards.

We began as an all volunteer group which worked well for many years until the sheer growth of the association made it evident we needed a full time Executive Director. Dee McCandlish was the person to fill that role. Her background as a mortgage banker, her service as President of MBAC, and her overall knowledge of the industry and its players, gave her tools to go forward and that she did. Dee took the bull by its horns and went about growing MBAC, working with the Directors, the Committee Chairs, coordinating conferences, seminars and conventions, selecting speakers, recruiting members, traveling across two states to meet with local associations, becoming involved with MBA and bringing MBAC to a posture of great respect throughout the country.

She also began the process of teaching our volunteer committee chairs the many things she knew to get us ready for this time of change. So where are we today? We are a respected and strong association ready to go on for our members and as an ongoing tribute to all Dee has contributed and been instrumental in growing. What has she grown?

She has nurtured and grown an association that is prepared to go on and do that which she prepared us so well to do. What's ahead?

Single Family Lenders Educational Conference is right around the corner, March 25-27 at Kingston Plantation, Myrtle Beach, SC. This year the program is loaded with things we cannot afford to miss. We have Sue Woodard, Vice President, Mortgage Market Guide (and Regional Sales Trainer for CTX Mortgage Company ?) with us on Monday as our morning presenter. We have eight hours of continuing education, Managing Risk (4 hours) and Introduction to Appraisal Underwriting (4 hours) and so much more.

The overall theme is Strategy for Success. Take a look at the program and get on board.

Jim Wood is on the road with this year's MAC-PAC campaign. I have been traveling the states enjoying the local associations and inducting new officers. What a joy to meet such great leaders in the local associations! We are in a membership drive, headed by Phil Mahoney and his SWAT Team. Phil is looking for leads on new members. Please share those with him. Jim is working toward record MAC-PAC contributions. Help him. Conference chairs, Diane DeGarady and Vickie Wilkinson have their program ready to roll.

I'm committed, along with our Board of Directors, to make 2007 as our greatest MBAC year to date. That is our goal as a tribute to Dee and her service. Join us in a powerful thank you to an exceptional lady. Together we will make 2007 memorable.

Congress Passes Mortgage Insurance Deduction

In December, Congress passed legislation that will allow homebuyers to write off their private and government mortgage insurance premiums effective with the 2007 tax year.

The legislation was supported by a broad range of consumer, business, taxpayer, civil rights, civic and labor groups.

Borrowers closing loans to purchase homes in 2007 who have annual household incomes of \$100,000 or less, will be able to get a low down payment mortgage and deduct the full cost of their mortgage insurance premiums on their federal tax returns.

The reaction from local PMI firms was jubilant.

"Tax deductibility for Private Mortgage insurance is a very exciting opportunity for more families in North Carolina and South Carolina to buy their own homes, says RMIC's Eric Cleaves. "Along with the usual benefits of home ownership, buyers who close in 2007 will have premiums that don't fluctuate as second mortgage interest rates can, only one monthly payment and they can cancel their insurance once they build enough equity in the home."

"The new mortgage insurance tax deduction is great news for families in the Carolinas who are looking to purchase a home in 2007, " agrees Karen Irwin of MGIC. "The new tax deduction will directly benefit low- and moderate- income borrowers by saving them money at a time when both interest rates and housing costs are on the rise. Mortgage insurance has long provided a safe and smart way for families to afford a home, and making it tax deductible only adds to the advantages it provides for homebuyers."

The Bottom Line

Official Publication of The Mortgage Bankers Association of the Carolinas, Inc.

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E-mail address: clc@mbac.org • Web site: <http://www.mbac.org>

Rhonda B. Marcum, President
Lisa T. Dahlgren, Chairperson, Public Relations Committee
Dee McCandlish, Executive Director

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"The More We Sweat in Peace, The Less We Bleed in War"



by James J. Wood, CMB, MAC-PAC Chair

Nearly 25 years after graduating from U.S. Marine Corps recruit training the thundering echoes of my drill instructor's voices ring in my ears.

As a civilian, and a mortgage banker, not one day passes that I don't utilize some parcel of wisdom provided by my steely-eyed, square-jawed, carved-from-granite drill instructors.

I'm not insinuating that life in the mortgage banking business is anything akin to life as a U.S. Marine. But many of the teachings and concepts I learned as a Marine carry me through my daily life many years later. One of them is a cadence we sang during the long hours of grueling training: "The more we sweat in peace, the less we bleed in war".

The relevance is self-explanatory. The prepare now to succeed later concept has many practical applications to our 2007 MAC-PAC

legislative efforts. If we are organized, focused, and understand the potential threats to our industry, we are in much better position to successfully defend ourselves against those threats, which is the mission of our lobbyists. They have their ears to the ground and their eyes on the horizon. They are our early warning system and it is our responsibility to make sure they have the necessary tools and adequate funding to complete their mission.

As we begin in earnest our 2007 MAC-PAC efforts, I encourage each of you to take a broader perspective and more active role in our legislative efforts. Read as many industry periodicals as you can find; understand and be conversant with pending legislation on the local and national level; and understand that your MAC-PAC contribution is vital to the defense of our industry.

I look forward to seeing each of you as I visit the local associations.



Mortgage Bankers Association of the Carolinas Political Action Committee (MAC-PAC)

I wish to join with other lenders and support MBAC's Legislative Committees through a voluntary contribution to MAC-PAC.

2007 MAC-PAC Contribution Level: ___\$25 ___\$50 ___\$100 ___\$250 (Chairman's Club) ___\$300 (Big Shot) ___Other \$_____

Contribution: ___Check ___Cash ___Credit Card Please charge to my: ___Visa ___MasterCard ___AmEx

___ Single Payment ___ Payments of \$_____ per month Credit Card # _____ Exp. Date: ___/___

For Payment Plan - Minimum payment - \$50, charged to your credit card each month. Must be paid in full by 10/1/07.

Signature: _____ Date: _____

The following information is required.

Your Name _____ Company _____

Home Address _____ City _____ State _____ ZIP _____

Work Phone # _____ E-mail _____

Local Mortgage Lenders Association: _____

Mail this form to: MBAC MAC-PAC • P.O. Box 11721 • Charlotte, NC 28220-1721 Or fax to: (704) 552-7071
Phone: (704) 552-2860 • E-mail: clc@mbac.org • Website: www.mbac.org

Scholarship Applicants Sought



By Lisa Rogers, Scholarship and Recognition

It's hard to believe that since it was established in 1972, the Pope Scholarship has provided \$150,000 in financial assistance to 76 deserving students at 27 colleges and universities in North and

South Carolina.

The MBAC Scholarship and Recognition Committee is actively seeking candidates for the scholarships. The deadline for applications is April 10.



Named in memory of industry pioneer Claude E. Pope, the scholarships are offered to college students studying mortgage banking, finance or a related field. The scholarships are funded entirely by donations from members and the Scholarship and Recognition Committee's fund-raising efforts.

The \$5,000 scholarships are offered annually to rising college juniors. The committee awards one scholarship to a North Carolina student and one to a South Carolina student each year.

To qualify, students must have a minimum G.P.A of 3.0 and an interest in a career in mortgage banking or finance. The scholarships are a good way to encourage talented young people to seek careers in our industry. Your donations support this effort and allow you to give back to the industry and your community. With your help, we'd like to have as many qualified applicants as possible from which to choose.

If you have questions or would like additional information, you can contact me at (800) 451-4872.

Donations to the scholarship fund are tax deductible.



These professionals agree, if you want to be the **'sharpest pencil in the drawer'** you get expertise from the expert. The Morlend Academy is the place for mortgage lenders to secure innovative client for life initiatives, profound marketing strategies, and personal selling skills. Bill Early, a former Fortune 500 trainer, is unequivocally the best in the industry. A lender's best investment is in knowledge and sales education. We highly recommend committed originators, sales managers and wholesale account executives attend the academy!

- Karen Irwin MGIC Kip Byrne RMIC

"Bill's knowledge of the business is exceptional (his ability to build and sell two mortgage companies wasn't because he's lucky). I credit much of my success to his direction, advice, and business acumen. I am one of the top producers in the country and use his techniques every day. If you really want to excel in your career....you just go. His reputation is impeccable."

- Doug Haxer, Wells Fargo Manager

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SCHOLARSHIP APPLICATION

DATE: _____

PERSONAL INFORMATION

FULL NAME: _____

HOME ADDRESS: _____ E-MAIL _____

SCHOOL ADDRESS FOR MAIL: _____

TELEPHONE – SCHOOL: () _____ HOME: () _____

SOCIAL SECURITY #: _____ DATE OF BIRTH: _____

FATHER'S NAME: _____ EMPLOYER: _____

MOTHER'S NAME: _____ EMPLOYER: _____

GUARDIAN'S NAME: _____ EMPLOYER: _____

EDUCATION INFORMATION:

NAME OF COLLEGE/UNIVERSITY: _____

YEAR IN SCHOOL THIS COMING FALL: _____ PROJECTED GRADUATION DATE: _____

GPA (3.0 MINIMUM): _____ MAJOR (BUSINESS OR ECONOMICS): _____

PREVIOUS COLLEGE/UNIVERSITY/JUNIOR COLLEGE: _____

HIGH SCHOOL: _____ YEAR GRADUATED: _____

ACADEMIC HONORS: (INCLUDE HIGH SCHOOL AND COLLEGE, ATTACH ADDITIONAL PAGE IF NECESSARY)

EXTRACURRICULAR ACTIVITIES: (INCLUDE SCHOOL, COMMUNITY, CHURCH, HOBBIES, ETC., ATTACH ADDITIONAL PAGE IF NECESSARY)

WORK EXPERIENCE: _____

SEE SCHOLARSHIP ELIGIBILITY REQUIREMENTS ON NEXT PAGE. **PLEASE ATTACH A STATEMENT OUTLINING THE REASONS YOU FEEL YOU SHOULD BE AWARDED THE SCHOLARSHIP AND YOUR FUTURE CAREER PLANS. (LIMIT 150 WORDS) AND A HEAD & SHOULDERS PHOTO.** I HEREBY APPLY FOR THE POPE SCHOLARSHIP. IF I AM CHOSEN AS A FINALIST AND/OR SCHOLARSHIP WINNER, I HEREBY GIVE PERMISSION TO MY COLLEGE/UNIVERSITY TO RELEASE THE REQUESTED GPA INFORMATION TO THE CHAIRMAN OF THE SELECTION COMMITTEE UPON PRESENTATION OF THIS SIGNED APPLICATION. I UNDERSTAND THAT THE GPA INFORMATION MAY BE REQUESTED AT ANY TIME DURING THE TWO-YEAR PERIOD THAT THE SCHOLARSHIP IS APPLICABLE. I ALSO UNDERSTAND THAT THE SCHOLARSHIP MAY BE REVOKED IF I DO NOT MAINTAIN A 3.0 GPA. **APPLICATION DUE BY APRIL 10, 2007**

SIGNATURE OF APPLICANT

**RETURN APPLICATION AND PICTURE TO: MORTGAGE BANKERS ASSOCIATION OF THE CAROLINAS, INC.,
PO BOX 11721, CHARLOTTE, NC 28220-1721 (704) 552-2860**

We Want YOU!



*By Philip R. Mahoney, CMB
Membership Committee Chair*

Do you like your job?

No job is perfect and we all have days when we'd rather be doing something else, but in general, do you find your work rewarding and take pride in doing it well? Does it provide you a good living? When people ask what you do for a living, are you proud to tell them?

If the answer is yes, you have an obligation to support the industry that supports you. The best way to do that is through MBAC, which speaks for all of us. But it takes a strong voice to get your message heard these days, and there's strength in numbers. There are many ways you can support MBAC from serving on committees to contributing to MAC-PAC, but all we're asking is a phone call.

Take two minutes to look around at your next local association meeting. Is there a local broker, appraiser, closing attorney or title company that should belong to MBAC? Call someone on the MBAC Membership Committee or drop them an email with the information,

and the S.W.A.T. team will swing into action. That's what I've dubbed the Membership Committee this year—the S.W.A.T. team—because we're taking a very focused approach to recruiting new MBAC members.

MBAC is the backbone of our industry in the Carolinas, and members are the backbone of any association. The National Association of Realtors and the National Association of Home Builders have become so strong everyone instantly knows who they represent and what they stand for, when they hear those names. We won't be satisfied until we've achieved that kind of strength and recognition for the Mortgage Bankers Association of the Carolinas—until we've made our voice so strong that consumers, legislators, regulators and the business press—have to listen to and respect what we have to say. It's a lofty goal, but I think we can achieve it with your help.

All we're asking is a phone call. Which seems little enough to ask in return for all that the mortgage lending industry has given us, doesn't it?



Building towards a better tomorrow.

Freddie Mac is dedicated to strengthening communities by expanding housing and rental opportunities throughout the U.S. In many ways, we work towards a common goal: a better tomorrow.

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2007 Calendar of Events

January 10	"Lending & Learning" Charlotte Marriott Executive Park Hotel Charlotte, NC
March 25	MBAC Quarterly Board Meeting Embassy Suites Hotel Myrtle Beach, SC
25-27	Single-Family Lenders Educational Conference Embassy Suites Hotel Myrtle Beach, SC
April 22-23 (tentative)	29th Annual Carolinas' Income Property Real Estate Conference Ballantyne Resort Charlotte, NC
May 8	VA Origination Training Hilton Wilmington Riverside Wilmington, NC
10	VA Origination Training Hilton Garden Inn Charleston Airport Charleston, SC
June 13 (tentative)	HUD Regional Meeting Charlotte, NC
July 11	MBAC Quarterly Board Meeting Location to be announced Charlotte, NC
September 6-8	52nd Annual MBAC Convention Hilton Head Marriott Beach & Golf Resort Hilton Head Island, SC
October 21-24	94th Annual MBA Convention Boston, MA
December 5	MBAC Quarterly Board Meeting Location to be announced Charlotte, NC

Additional educational seminars will be added throughout the year. For information, contact MBAC (704) 552-2860 or view the calendar on www.mbac.org.

Join the Team: Get Your CMB in 2007



By Don Cupit, CMB
Chair, CMB Committee

In the past, MBAC has been one of the top state organizations in the number of members who obtained their Certified Mortgage Bankers designation from MBA. Regrettably, we seem to have leveled off in recent years. Many members have expressed an interest, but have not followed through with the program. Last October, I watched as 116 CMB designations were awarded at the MBA annual convention. Unfortunately, none of them were candidates from MBAC. I can easily think of a dozen of you who could obtain your CMB this year should you commit to it.

The requirements for earning a CMB designation are set out below. The CMB committee is ready and willing to assist you through the process. We will hold a session at the MBAC Single Family Educational Conference in March to help you to move toward that goal.

Make 2007 the year you set the goal of earning the industry's highest designation. You will be sending a message to your colleagues, your clients and the other state organizations, about MBAC members' commitment to professionalism.

If you have any questions about the program or I can help you in any way, please contact me via email at don_cupit@countrywide.com.

Candidates may pursue a Master CMB designation that encompasses the residential and commercial segments of the industry, or opt for a Residential or Commercial CMB designation. Employees of firms that belong to the state association are eligible to apply for CMB designation.

To be considered for candidacy in the CMB program, applicants must:

- Be employed by a firm that is a member of the state association or the national Mortgage Bankers Association for at least one year and have three or more years of experience in real estate finance or a related field.
- Present an acceptable recommendation by a senior officer of the applicant's firm.
- Accumulate at least 100 qualification points before the time of application.

If accepted as a CMB applicant, the candidate must fulfill all requirements within a five-year period. Each candidate must earn, through a combination of education and experience, at least 150 evaluation points.

When candidates have accumulated 150 points, they must then pass five of eight written examinations that include:

- Residential Loan Origination and Underwriting
- Residential Loan Servicing and Administration
- Residential Loan Marketing and Investor Relations
- Construction Lending and Administration
- Mortgage Instruments, Law and Government Regulations
- Principles of Corporate Strategy and Portfolio Management

All candidates must take and successfully complete the Comprehensive Industry Issues examination. After successfully completing the written examination, candidates must appear before the CMB Board of Review for an interview at which their level of expertise in all phases of real estate lending are evaluated and assessed.

Mortgage Bankers Association of the Carolinas, Inc. *presents the Single-Family Lenders Educational Conference*

March 25 - 27, 2007 • Kingston Plantation/Embassy Suites Hotel, Myrtle Beach, SC

"SUCCESS STARTS HERE"

SUNDAY, MARCH 25, 2007

10:00 a.m. – 1:00 p.m.	MBAC Board & Committee Chairs Meeting
10:00 a.m. – 1:00 p.m.	Local Association Presidents' Council Meeting
10:00 a.m. – 5:00 p.m.	Registration Opens Welcome to the "MAZE"
1:00 – 1:15 p.m.	Opening General Session Enter the "MAZE" and plan your strategy for SUCCESS! <i>Presiding:</i> Rhonda B. Marcum, President, Carolina Mortgage Services, Inc., Charleston, SC and President, MBAC <i>(Sponsors will be recognized as they enter the "MAZE.")</i>
1:15 – 1:30 p.m.	MAC-PAC Update - James J. Wood, CMB, Vice President, First National Bank, Shelby, NC, President-Elect, MBAC and 2007 MAC-PAC Chairman
1:30 – 1:45 p.m.	"Your Guide" - Kenneth R. Cox, Senior Vice President, First Reliance Bank, Florence, SC, MBAC Board Member and SC Vice-Chairman, MBAC Single-Family Committee
2:00 – 6:00 p.m.	"Managing Risk" <i>Speaker:</i> Stephanie Clark, Operations Training Lead, RMIC, Baltimore, MD This course will ensure you learn to define risk factors, recognize the impact of risk layering and discuss agency system use of risk factors for decisions. (4 credit hours approved for North Carolina and South Carolina mortgage banker/mortgage broker continuing education credits) <i>Sponsor:</i> Republic Mortgage Insurance Company
2:00 – 3:30 p.m.	"From the Starting Gate to the Finish Line" <i>Speaker:</i> Kathy Casadonte, Mid-South Marketing Advisor, Continuity Programs, Inc., Raleigh, NC How to turn your satisfied customers into loyal customers, with an emphasis on the importance of customer follow-up and utilizing your data base to market to your past and current customers.
3:30 – 3:45 p.m.	Refreshment Break
4:00 – 6:00 p.m.	"The Winning Edge" <i>Speaker:</i> Ken Taylor, President, Ken Taylor & Associates, Inc., Ponte Vedra Beach, FL Why some sales professionals become superstars and others don't. You will walk away with proven ideas for success. <i>Sponsor:</i> American Brokers Conduit
6:00 – 7:30 p.m.	Cocktails in the "MAZE" It's time to meet our Exhibitors and network. Open bar and hors d'oeuvres - admission is by badge only. Dinner on your own

MONDAY, MARCH 26, 2007

7:00 – 8:00 a.m.	Breakfast on Your Own - For those staying in the hotel, breakfast at the hotel restaurant is included with your room.
8:30 a.m. – 12:30 p.m.	Continue your trip through the "MAZE" with "The Magic Bullet" <i>Speaker:</i> Sue Woodard, Vice President, Mortgage Market Guide, Homedale, NJ, and Regional Sales Trainer for CTX Mortgage Company Sue Woodard started on the ground floor of the mortgage business in 1993 and continues to be a top producer. She is a highly sought-after industry speaker, trainer and writer who is also host of her own financial radio show every Sunday. <i>Sponsor:</i> Mortgage Guaranty Insurance Corp.

10:30 – 10:45 a.m.	Coffee Break
12:30 – 1:45 p.m.	Lunch in the "MAZE" with the Exhibitors. Admission is by badge only.
2:00 – 6:00 p.m.	"Introduction to Appraisal Underwriting" <i>Speaker:</i> Mary Kay Scully, Director of Consumer Education, Genworth Mortgage Insurance, Raleigh, NC Learn tips on determining final value, including "Red Flags" and other inconsistencies. (4 credit hours approved for North Carolina and South Carolina mortgage banker/mortgage broker continuing education credits) <i>Sponsor:</i> Genworth Mortgage Insurance
2:30 – 4:30 p.m.	"Seven Steps to Highly Effective and Productive Behavior" <i>Speaker:</i> Darylle Dennis, President, The Value Exchange Dynamic, Inc., Chandler, AZ Receive the highest results from the efforts you make. Design and write a business plan to grow your business and learn how to create affinity partnerships. <i>Sponsor:</i> Continuity Programs, Inc.
3:30 – 3:45 p.m.	Refreshment Break
4:30 – 6:00 p.m.	"The ABC's of the CMB Designation" <i>Speaker:</i> Don Cupit, CMB, Vice President and Area Sales Manager, Countrywide Home Loans, Greensboro, NC, CMB Committee Chair, MBAC The CMB designation (Certified Mortgage Banker) is the symbol of respect, credibility and achievement within the real estate finance industry. Attending this session will show you where to begin.
6:00 – 7:30 p.m.	Cocktails in the "MAZE" It's time to meet our Exhibitors and network. Open bar and hors d'oeuvres - admission is by badge only. Dinner on your own

TUESDAY, MARCH 27, 2007

9:00 – 11:00 a.m.	Awards Recognition Breakfast <i>Your Guide:</i> Jeni M. Long, Regional Operations Manager, CTX Mortgage Co., Charlotte, NC, and NC Vice-Chairman, MBAC Single-Family Committee Special Recognition of Exhibitors, Exhibit Booth winner drawings; Recognition of Local Association Attendance Award - "We are Serious about Education"; Recognition of Sponsors; Past MBAC Presidents and Local Association Presidents
	"Beyond Expectations" <i>Speaker:</i> Logan Aldridge, Raleigh, NC <i>Sponsors:</i> North and South Carolina Local Associations
11:00 – 11:15 a.m.	Exit the "MAZE" with your tools for success! <i>Speaker:</i> Rhonda Marcum, MBAC President
11:15 a.m.	Conference Adjourns

Dress for the Conference is "Business Casual."

Top Speakers Slated for Conference

A roster of knowledgeable and inspiring speakers will share their insights at MBAC's Single-Family Lenders Educational Conference.



Taylor

Ken Taylor, President of Ken Taylor & Associates in Ponte Vedra, FL, trains professionals in numerous industries and speaks to more than 10,000 people each year. As a mortgage insurance account executive, Taylor won the Winner's Circle Award of Excellence in sales his first year in the business. As a branch manager with BancBoston Mortgage, he guided a failing branch to number one in

production for a three-state area, and as head of mortgage production for another institution, oversaw volume increases of more than 500 percent in one year. Taylor also coached seven high school All-Americans, three collegiate All-Americans and four athletes playing in the NFL. In his presentation, "The Winning Edge," Taylor will outline how and why some sales professionals become superstars while others fail.



Woodard

Sue Woodard, Vice President and lead writer for the Mortgage Market Guide, returns to this year's conference by popular demand. In addition to being a top producing originator, Woodard is also a highly sought after industry speaker, trainer and writer. Her topic at the conference, "The Magic Bullet," will cover the essential skills successful originators share, a system for processing and

leveraging knowledge and ideas, proven strategies for success and much more.



Aldridge

After losing his arm in a boating accident two years ago, 16-year-old Logan Aldridge, went on to become an award-winning wake boarder, leading scorer and captain of his high school lacrosse team and an avid golfer. This remarkable teen, who has packed more positive achievements into his 16 years on the planet than most do in a lifetime, will discuss the important of surrounding

yourself with believers and share his insights on how to go "Beyond Expectations."

Thank You To Our 2006-2007 Equity Partners

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Welcome New Members

The following members have been approved since the last issue of *The Bottom Line*.

MEMBER (Regular)

ALERA FINANCIAL, LLC DBA HPW MORTGAGE
2840 Plaza Place, Suite 450
Raleigh, NC 27612
(919) 789-5254
(919) 789-4980 (Fax)
Lori Sherrod/Steven Valladares
lori.sherrod@alerafinancial.com
steven.valladares@alerafinancial.com

CAPITALBANK

109 Montague Avenue
Greenwood, SC 29648
(864) 941-8200
(864) 286-6454 (Fax)
Tim Howell, Senior Vice President
thowell@capitalbanksc.com

CONGAREE STATE BANK

PO Box 3018
Columbia, SC 29171
803) 794-2265
(803) 454-0362 (Fax)
Robbie Lupo
robbie.lupo@congarystatebank.com

SPONSORS

David McDonald
BB&T

Tolly Spence
GMAC

Diane DeGarady
DHI Mortgage Company

Connie Hawkins
Wells Fargo Home Mortgage

Richard Trzcinski
American Broker Conduit

Susanne Wessel
Genworth Mortgage Insurance

MEMBER (Associate)

ANDRESEN & ASSOCIATES
2319 Crescent Avenue
Charlotte, NC 28207
(704) 377-8881
(704) 377-8880 (Fax)
Matthew R. Arnold
matthew@charlottelawyer.com

(Affiliate)

THE MORLEND GROUP
6726 Courtney Creek Dr., #2208
Charlotte, NC 28217
(704) 780-8555
Bill Early, President
morlendgroup@yahoo.com

(Individual)

1ST NATIONAL LENDING SERVICES (BENNETT)
33403 E. Lake Joanna Drive
Eustis, FL 32736
(407) 461-1066
Ross G. Bennett, CMB, SE Regional Manager
ross.bennett@fnls.com

SPONSORS

William Walt Pettit
Kellam & Pettit, PA

Steve Huffstetler
Citizens South Bank

Ronnie Giberson
CTX Mortgage Company

Kip Byrne
RMIC

Paul Jaber
First South Bank

Karen Irwin
MGIC

There's opportunity here

BB&T

Local branches. Local lenders.
The benefits of having a local mortgage.



BEING LOCAL CAN MEAN MANY THINGS. At BB&T, it means you'll always have a friendly face to talk to about your mortgage. Also, it means you'll be able to come into any BB&T financial center to make a loan payment or discuss any servicing needs you may have. Local financial centers and local lenders keep us close by so that when you need us, we're here for you. Stop by or call today to learn more, please call, or visit us at BBT.com.

BANKING INSURANCE INVESTMENTS

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Local Mortgage Bankers/Lenders Associations

NORTH CAROLINA

(Asheville) MBA of Western NC, Inc.

President: Lynn Davis
Asheville Savings Bank
PO Box 652
Asheville, NC 28802
(828) 250-7059 (828) 254-1402 (FAX)
ldavis@ashevillesavings.com
Term Expires: February 2008

(Raleigh) Raleigh MBA, Inc.

President: Andy Borter
Charter Funding
701 Exposition Place, #118
Raleigh, NC 27615
(919) 256-3123 (919) 845-2896 (FAX)
andy.borter@nccharterfunding.com
Term Expires: December 2007

(Charlotte) Charlotte Regional MLA, Inc.

President: Richard Davis
Wells Fargo Home Mortgage
5605 Carnegie Blvd., Suite 420
Charlotte, NC 28209
(704) 571-4173 (704) 643-8056 (FAX)
richard.davis@wellsfargo.com
Term Expires: May 2007

(Shelby) Tri-County MBA

President: Norma Borders
Countrywide Home Loans
113 Eagles Terrace
Shelby, NC 28150
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Term Expires: December 2007

(Durham/Chapel Hill) Triangle MLA

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(Winston-Salem) Winston-Salem MBA

President: Jan Mabe
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(Charleston) MLA of Greater Charleston

President: Susan Druschel
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(Hilton Head) MLA of Hilton Head Island

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(Columbia) MBA of Greater Columbia

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(Myrtle Beach) Grand Strand MLA

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Have You Heard?



Alley



Buffkin

Nelson Mullins Riley & Scarborough LLP, of Raleigh, NC, announces former State Senator **Zebulon D. Alley** has joined the firm's Government Relations team. **Patrick T. Buffkin**, an experienced lobbyist and associate in Mr. Alley's consulting firm,

also is joining the Government Relations team. A former legislative counsel to former Gov. Jim Hunt, Mr. Alley founded Alley Associates Inc. in 1984, a full service governmental affairs consulting firm.

The recent election of new representatives to MBA's Residential Board of Governors (RESBOG), brings the number of representatives from the Carolinas to six, comprising 10 percent of the Board members. Those newly elected from the Carolinas include **James H. Danis, II**, CMB, AMP, Residential Mortgage Corporation of Fayetteville, NC and **Lisa M. Weaver**, CMB, Genworth Mortgage Insurance of Raleigh, NC. They join already sitting Board members **Henry V. Cunningham, Jr.**, CMB, Cunningham & Company, Greensboro, NC; **Timothy C. Dale**, CMB, BB&T, Wilson, NC; **Robert H. Griffith**, Bank of America, Charlotte, NC; and **Floyd S. Robinson**, Bank of America, Charlotte, NC.

MBA recently recognized 40 mortgage professionals who graduated from its Future Leaders Program, at annual convention in Chicago. Among them were Carolinians **Peter Fugaro**, President of Prymak, LLC, in Greensboro, NC, and **Julie Singalevitch**, AMP, Assistant Vice President with The First National Bank of Shelby in Shelby, NC.



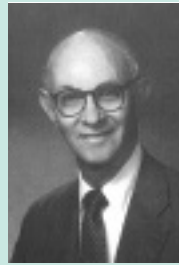
Player

Hutchens, Senter & Britton announces partner **Lonnie M. Player, Jr.**, has been appointed to the NC State Judicial Council.



Spaulding

The Fayetteville HomeBuilders Association (Fayetteville, NC) recently named **Melody Spaulding**, an originator for Carolina Mortgage, its Associate Member of the Year. Spaulding is a past President of the Mortgage Bankers Association of Fayetteville.



Former MBAC President **Julian Hennig, Jr.**, 84, of Columbia, SC, died December 31, 2006.

Hennig was a native of Columbia, a graduate of Yale University, Yale Law School, and Oxford University. He served in the Pacific Theater in World War II with the US Marine Corps Third and First Marine Divisions, and was discharged a captain.

He was admitted to the South Carolina Bar in 1948. He joined August Kohn and Co., Inc., a subsidiary of First National Bank of S.C., in 1952, and served as President from 1971 until his retirement in 1985. He served as MBAC's 9th President in 1963-64.



George Carnell King, Director of the North Carolina Commission of Banks' Mortgage Division, passed away December 12, 2006. He was 62. A native of Raleigh, King attended East Carolina University, and graduated from Campbell University. After a stint with the State Auditor's Office, he spent the majority of his career as Administrator of Banks of State Savings & Loans. He was past President of Watauga S&L in Boone, NC, Progressive S&L, Lumberton, NC, and past President of the American Association of State Savings and Loan Supervisors.



Stanley H. McCalla, Sr., a partner in the law firm of McCalla, Raymer, Padrick, Cobb, Nichols & Clark, LLC, of Roswell, GA, and a longtime friend of MBAC, passed away in November. He was 85.

McCalla, a native of Mississippi, received his J.D. from Emory University, and was admitted to the Georgia Bar in 1948. He served in the United States Marine Corps and served as a combat officer during World War II at the Battles of Guadalcanal and Bougainville. McCalla was a partner in two Atlanta law firms before becoming a partner with McCalla Raymer in 1983, where he remained until his retirement in 2005.

Carolinas' Corner



Mortgage Bankers Association of Western NC

The MBA of Western North Carolina held its second annual Cow Flop Bingo fundraiser on November 18. Participants bought squares on a local field, then turned Mollie, a young heifer, loose in the field to determine the winning square by making her bovine deposit as the spirit "mooved" her, which it did an hour and 20 minutes later. Mandi Ingle, an employee in affiliate member Doug Claxton's office, was the lucky winner of the \$500 cash prize. In addition to a lot of fun, the event raised \$1,500. The MBA donated \$1,000 to Mountain Housing Opportunities' annual Ramp Festival, and \$500 to the Affordable Housing Coalition's Homebuyer Education classes.



Left to right: MBA member Cathy Wanamaker, past President David L. Lee, Todd Wanamaker and current MBA President Connie Corn, with "Mollie."

Mortgage Bankers Association of Fayetteville



The Association sponsored three holiday projects to benefit the Cumberland Interfaith Hospitality Network, an organization that helps transitional homeless families. Members collected more than 140 backpacks the families can use to store and transport their personal belongings. They helped collect seven truckloads of gently used household items, tools, linens, blankets, furniture and small appliances, as part of the organization's annual Tots, Pots and Tools campaign, and sponsored a Christmas skating party that included pizza and a visit from Santa, for 80 of the children and families served by the organization.

Winston-Salem Mortgage Bankers Association



The Winston-Salem MBA installed new officers and directors at its January meeting. They are (left to right): Brandy King, Treasurer; Cheryl LeVan, Secretary; Lisa Rogers, Vice President; Jan Mabe, President.



Jim Wood, MAC-PAC Chairman, makes his pitch for MAC-PAC dollars.

Mortgage Lenders Association of Greater Charleston



The MLAGC installed a new slate of officers and directors at its January 25 meeting. They are: President, Susan Druschel; Vice President, Rhonda Marcum; Secretary/ Treasurer, Debra Farr; Immediate past President, Chuck Stuart.



The annual Industry Roundtable November 8, drew an estimated 60 attendees, and included presentations by representatives from VA, FHA, Fannie Mae and Freddie Mac, SC State Housing, SC Consumer Affairs, a local law firm and MBAC's SC Legislative Committee Chair Sam Waters.



A live auction at the association's annual Christmas party at Hobcaw Yacht Club, raised nearly \$4,000 for the MUSC Children's Hospital, the group's primary community service project.



Harry M. Smith, Senior Vice President, Bank of America, left, was named MLAGC Lender of the Year. Bill Degner, Senior Account Executive with Triad Guaranty Insurance, was named Associate of the Year.

Charlotte Regional Mortgage Lenders Association

CRMLA members collected 277 pounds of school supplies and \$405 for the Classroom Central program. CRMLA



Community Fund Chair Susan Dewar (right) presented them to School Tools' Sarah Porter, at the September meeting.



Burt Green (left) of Habitat for Humanity discussed plans for the association's upcoming project, on which construction is scheduled to begin in the fall.

Jeffrey Wise (right), Executive Director of Charlotte's new Whitewater Center, outlined the economic impact the Center will have on the region.



Doug Hammond and Bendetta Ferguson-Ragin share a laugh at the annual Pig Pickin' at Freedom Park in October, which drew 65 guests and

included a Silent Auction that raised \$2,264 earmarked for the Habitat House.

CRMLA members collected 50 coats, four blankets, 42 sets of mittens, two scarves and \$305 for Charlotte Emergency Housing at the December meeting. The speakers, aptly, were Richard Davis and Dr. Wayne Poplin of Carmel Baptist Church, who spoke on year-round giving.





52nd Annual MBAC Convention
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