

## MBAC Single-Family Lenders Education Conference March 23-25

It's time for smart mortgage professionals to hit the books. The Class of 2003 will gather at MBAC's Lending University at the Kingston Plantation/Embassy Suites in Myrtle Beach, SC, March 23-25.

Barry Habib, National Sales Trainer and District Manager for GMAC Mortgage, and a nationally recognized commentator on the mortgage industry, will be the keynote speaker. Habib is a regular guest on CNBC, CNN, Fox and Bloomberg, and is the publisher of the Mortgage Market Guide.

The curriculum includes in-depth seminars on credit scoring, along with a two-hour session on Fraud Detection that will address traditional fraud and fraud in AU systems. By request, a panel of representatives from MBAC mortgage insurance firms



*Habib*

will present a workshop on mortgage insurance options for the first time in several years.

There will also be programs on technology, title insurance, affordable housing, legislative issues and appraisals. Several sessions are approved for eight hours of continuing education credit by North and South Carolina licensing authorities.

There's a new twist to the conference this year. Non-members may attend the conference at member rates if sponsored by an MBAC member "buddy".

For more details, see the complete conference agenda on pages 6 and 7.

If you have questions or need registration forms, please fax your request to the MBAC office at (704) 552-7071 or e-mail it to [clc@mbac.org](mailto:clc@mbac.org).

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# President's Message



**Toby W. Goodlett**

In the last issue of The Bottom Line, I set out my three primary goals for my tenure as your President:

- Membership value
- Education
- Communication

One of the most effective resources we have in meeting the first two goals is the upcoming Single-Family Lenders Education Conference March 23-25 in Myrtle Beach, SC. With a great deal of input from the local associations, Rhonda Marcum and her co-chair Gene Gaulin, have put together an outstanding "curriculum" of programs and panel discussions. Please take time after the conference to share with me, Rhonda or Gene, which programs you find most helpful, and your suggestions for future programs. (For complete conference agenda, see pages 6 and 7.)

In the communications arena, technology has made it practical and affordable to institute a monthly Bottom Line e-mail to notify members of events and news in a more timely manner. The committee chairs are also using this channel to communicate with the membership.

One of the most important values MBAC offers members is monitoring and helping shape legislation that affects our industry. This vital component is often overlooked because it goes on behind the scenes. While the rest of us go about meeting our personal goals, MBAC lobbyists and legislative committee members focus on the future to ensure our continued growth and prosperity. As MAC-PAC Chair Danny Deaton points out in his message on page 4, if every employee of an MBAC member firm contributes just \$10, we can make our voice heard loud and clear in the halls of our state legislatures. Where else can you get that kind of return on your investment?

As we plunge ahead into a new year, I hope you are also making progress toward the goals you've set for yourself and your company, and I look forward to a personal progress report at the Single-Family Conference next month.

# Looking For A Few Good Students



**By Lisa Rogers, Scholarship and Recognition Committee Chair**

The MBAC Scholarship and Recognition Committee is actively seeking candidates for the Pope Scholarships. The deadline for applications is March 31.

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.

This year, those efforts include a campaign to raise funds at the upcoming Single-Family Education Conference. To cheer on members in their efforts, the committee has arranged a very "attractive" surprise. Remember that donations to the scholarship fund are now tax deductible.

The \$3,000 scholarships are offered annually to rising 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 are a good way 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.

Applications may be obtained through the MBAC office. If you have questions or would like additional information, you can contact me at (800) 451-4872.

## **The Bottom Line**

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

P.O. Box 11721 • Charlotte, NC 28220-1721  
(704) 552-2860 • FAX (704) 552-7071

E-mail address: [clc@mbac.org](mailto:clc@mbac.org) • Web site: <http://www.mbac.org>

Toby W. Goodlett, CMB, President  
Lisa T. Dahlgren, Chairperson, Public Relations Committee  
Dee McCandlish, Executive Director

## **Published by:**

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16424 Beech Hill Drive • Huntersville, NC 28078 • (704) 896-5784

**SCHOLARSHIP APPLICATION**

**PERSONAL INFORMATION:**

DATE: \_\_\_\_\_

FULL NAME: \_\_\_\_\_

HOME ADDRESS: \_\_\_\_\_

SCHOOL ADDRESS FOR MAIL: \_\_\_\_\_

TELEPHONE - SCHOOL: \_\_\_\_\_ HOME: \_\_\_\_\_

SOCIAL SECURITY NO.: \_\_\_\_\_ 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 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 REVERSE SIDE.

PLEASE ATTACH A STATEMENT OUTLINING THE REASONS YOU FEEL YOU SHOULD BE AWARDED THE SCHOLARSHIP AND YOUR FUTURE CAREER PLANS. (LIMIT 150 WORDS)

I HEREBY APPLY FOR THE MORTGAGE BANKERS ASSOCIATION OF THE CAROLINAS 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 EXECUTIVE DIRECTOR OF THE ASSOCIATION AND/OR THE CHAIRMAN OF THE SELECTION COMMITTEE UPON PRESENTATION OF THIS SIGNED APPLICATION.

\_\_\_\_\_  
SIGNATURE OF APPLICANT

NOTE TO APPLICANTS: PLEASE SUBMIT YOUR PICTURE (BLACK AND WHITE, PREFERABLY HEAD AND SHOULDERS SHOT) ALONG WITH THE APPLICATION.

RETURN APPLICATION AND PICTURE TO:

MORTGAGE BANKERS ASSOCIATION OF THE CAROLINAS, INC.  
P.O. BOX 11721 / CHARLOTTE, NC 28220-1721  
(704) 552-2860

## Goals Are Good To Beat



By Daniel B. Deaton  
MAC-PAC Chair

Look back over the last two years in our industry. Did you set goals? Did you beat them? I'll bet you did as our industry had two of the best years in our history.

We have a goal for MAC-PAC and would like to beat it this year. The Association has to raise \$50,000 each year just to cover our costs. Any funds over \$50,000 can be contributed to

legislators who are friendly to our industry and can effect positive change.

Together, we can exceed our goal and here's how you can help.

If each MBAC member firm has its employees contribute a total of \$400, we will exceed our goal by more than \$5,000. If every employee of our member firms gave as little as \$10, we would exceed the goal. It can be that easy!

Here is what I would like you each to consider. If you are a manager or an officer in your company, will you consider a \$250 Chairman's Club contribution? If you are a loan officer, how about \$100? Supervisors, please consider donating \$50, and processors, closers and servicers, \$25, to support MAC-PAC.

We have been blessed with a great industry and a great market. I will close by thanking all of you who have already contributed this year. Retaining outstanding lobbyists at our service, managing the legislation that affects our business and ensuring that our livelihood is protected, are all the result of your gift. For those who are still considering a donation, I promise the return will be great.

Goals are good to beat and we are well on our way to making that happen for MAC-PAC in 2003. Again, many thanks for your support.

*Mortgage Bankers Association of the Carolinas, Inc.  
2003 Mac-Pac Update  
(As of 1/31/03)*

Local Association	Amount	Goal
Charlotte Regional MLA	\$5,820.00	\$10,000.00
Grand Strand MLA	\$ 0.00	\$ 2,750.00
Greensboro MBA	\$ 795.00	\$ 2,500.00
Hendersonville MLA	\$ 0.00	\$ 600.00
MBA of Fayetteville	\$ 0.00	\$ 1,200.00
MBA of Greater Columbia	\$1,134.00	\$ 8,000.00
MBA of Greater Greenville	\$ 710.00	\$ 1,000.00
MBA of Western NC	\$ 18.00	\$ 1,000.00
MBA of Wilmington*	\$2,885.00	\$ 2,000.00
MLA of Greater Charleston	\$1,180.00	\$ 8,000.00
MLA of Hilton Head Island	\$ 430.00	\$ 2,500.00
Raleigh MBA	\$2,910.00	\$ 6,000.00
Triangle MLA	\$ 100.00	\$ 1,000.00
Tri-County MBA	\$ 100.00	\$ 900.00
Winston-Salem MBA	\$2,380.00	\$ 3,000.00

\*Goal Met 1/31/03

## Set The Bar High



By Larry M. Dew, CMB  
Chair, CMB Committee

Setting goals is a key ingredient in every successful mortgage banker's life. Receiving recognition for accomplishments in your profession is also an important benchmark on your career path. Pursuing the CMB designation is a great goal for mortgage professionals to set and receiving it is a clear way to demonstrate

that you know your business and are good at it.

MBA recently announced some changes to the CMB program. Candidates may now 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 now also 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 MBA of America, 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.

# Welcome New Members

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

## MEMBER

(Regular)

### FIRST SOUTH BANK

PO Box 2047  
Washington, NC 27889  
(252) 946-4178  
(252) 975-3270 (FAX)  
Paul S. Jaber, EVP  
pjaber@firstsouthnc.com

### IRWIN MORTGAGE

200 Executive Way, Suite 109  
Ponte Vedra Beach, FL 32082  
(904) 543-1390  
(904) 543-8707 (FAX)  
Anthony W. Edmonston, Reg. Account Manager  
anthony.edmonston@irwinmortgage.com

### SIB MORTGAGE CORPORATION

16928 Tulloch Road  
Charlotte, NC 28278  
(704) 906-1105  
(704) 587-9271 (FAX)  
Kathy Bickett  
kbickett@sibmortgage.com

### SIDUS FINANCIAL CORPORATION

1905 Turnbury Drive  
Greenville, NC 27858  
(252) 353-6222  
(252) 756-7504 (FAX)  
F. Spencer Cosby, Jr., President & CEO  
spence.cosby@sidusfinancial.com

## SPONSORS

David Cunningham  
Cunningham & Company

Steedman Lyles  
Wells Fargo Home Mortgage

Rhonda Marcum  
Carolina Mortgage Services

David Cunningham  
Cunningham & Company

James A. Abbott, CMB  
American Security Mortgage

David Cunningham  
Cunningham & Company

Alan Verch, CMB  
Carolina First Mortgage

Buddy Ratchford  
Lighthouse Community Bank

## MEMBER

(Associate)

### WOMBLE CARLYLE SANDRIDGE & RICE, PLLC

300 N. Greene St., Suite 1900  
Greensboro, NC 27401  
(336) 574-8030  
(336) 574-8075 (FAX)  
Donald C. Lampe, Partner  
dlampe@wcsr.com

(Affiliate)

### MERS

1595 Spring Hill Road, #310  
Vienna, VA 22182  
(703) 761-1270  
(703) 748-0183 (FAX)  
doug@mersinc.org  
Douglas Danko, Vice President

(Individual)

### OHIO SAVINGS BANK

2249 Sanford Lane  
Charlotte, NC 28211  
(704) 367-7864  
(704) 367-7864 (FAX)  
rspeir@carolina.rr.com  
Robert W. Speir, CMB, Account Executive

## SPONSORS

Eric Sadow, Esquire  
Bank of America

Hank Cunningham, CMB  
Cunningham & Company

Candy Nicodin  
The Bank of South Carolina

Rusty Leitzsey  
Washington Mutual Home Loans

James A. Abbott, CMB  
American Security Mortgage

David Cunningham  
Cunningham & Company

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Mortgage Bankers Association of the Carolinas, Inc.  
presents  
**Single-Family Lenders Educational Conference**  
**“MBAC Lending University”**  
March 23-25, 2003  
Kingston Plantation/Embassy Suites Hotel, Myrtle Beach, SC

**Sunday, March 23, 2003**

10:00 a.m. – 1:00 p.m.  
10:00 a.m. – 1:00 p.m.  
10:00 a.m. – 5:00 p.m.

MBAC Board & Committee Chairs Meeting  
Local Association Presidents' Council Meeting  
Student Registration Opens

*Educational Session Begins*

1:00 p.m. – 2:00 p.m.

**Welcome to the Class of 2003 – General Session**  
*Presiding:* Toby W. Goodlett, CMB, Senior Vice-President, First Citizens Bank & Trust Co./SC, Columbia, SC MBAC President

**Act I – A Skit – “In The Beginning”, the Mortgage Business – How it Used to Be!**

*(Sponsors will be recognized as students are seated.)*

2:00 p.m. – 6:00 p.m.

**“Fraud”**  
*Facilitator:* T. Tolly Spence, III, Account Executive, Radian Guaranty, Inc., Morrisville, NC  
*Presenter:* Tracie LaSalle, National Training Specialist, Radian Guaranty, Inc., Philadelphia, PA  
(4 Credit hours approved for North Carolina and South Carolina mortgage banker/mortgage brokers Continuing Education)  
**Sponsor – Radian Guaranty, Inc.**

2:00 p.m. – 4:00 p.m.

**“There are Mortgage Insurance Options”**  
*Facilitator:* Joanne M. Russ, Account Executive, PMI Mortgage Insurance, Charleston, SC  
A panel of Mortgage Insurance Account Executives will conduct this session.  
**Sponsor – PMI Mortgage Insurance**

4:00 p.m. – 4:15 p.m.

Refreshment Break

4:15 p.m. – 6:00 p.m.

**“Cutting Edge Technology”**  
*Speaker:* Scott Holtz, First Vice President, Information Technology Integration, Correspondent Lending Division, Countrywide Home Loans, Plano, TX  
Here is an opportunity to learn about niche loan programs and services through the correspondent lending division.  
**Sponsor – Countrywide Home Loans**

4:15 p.m. – 6:00 p.m.

**“The Perfect Client Experience”**  
*Speaker:* Steven A. Whitley, Senior Vice President, BB&T, Winston-Salem, NC  
This session will teach you how to turn a customer into a client for life.

6:00 p.m. – 8:00 p.m.

**“Homecoming in the Stadium”**  
Cocktails in the Mortgage Arena – it’s time to meet our Exhibitors.

8:00 p.m.

Dinner on Your Own

**Monday, March 24, 2003**

8:00 a.m. – 8:45 a.m.

Breakfast on Your Own

*Graduate Studies for Serious Professionals*

8:45 a.m. – 11:45 a.m.

**“High Trust Sales and Marketing”**  
*Speaker:* Barry Habib, GMAC, Colts Neck, NJ  
Mr. Habib has been a media spokesperson for the mortgage industry and is a regularly featured guest on CNBC, CNN, Fox and Bloomberg. Barry also publishes the Mortgage Market Guide widely used throughout the industry.  
Barry Habib is one of America’s top loan originators with a career average production of more than \$70 million per year for the past 16 years.

**Sponsor – Mortgage Guaranty Insurance Corp.**

11:45 a.m. – 1:00 p.m.

Tailgating at The Stadium (Lunch in the Arena)

1:00 p.m. – 3:00 p.m.

**“What does Today’s Legislative Climate Really Mean?”**  
*Speaker:* H. Dave Whitener, Jr., Esq., Principal, Law firm of Whitner & Wharton, Columbia, SC

1:00 p.m. – 5:00 p.m.

**“Credit Scoring/Credit Repair”**  
*Presenter:* Candice Dukes, President, Mortgage & Management Strategies, Ventura, CA  
(4 Credit hours approved for North Carolina and South Carolina mortgage banker/mortgage brokers Continuing Education)  
**Sponsor – United Guaranty Residential Insurance Co.**

3:00 p.m. – 4:00 p.m.

**“The New Title Insurance Product”**  
*Facilitator:* Marybeth Meyers, Vice President, Fidelity National Title Insurance Co., Columbia, SC  
*Presenter:* Joby C. Castine, Vice President and State Counsel, Fidelity National Title Insurance Co., Columbia, SC  
**Sponsor – Fidelity National Title Insurance Company**

3:00 p.m. – 4:00 p.m.

**“The New Game” – Affordable Housing**  
*Facilitator:* Barbara H. Martin, Director, Industry Affairs, GE Mortgage Insurance, Raleigh, NC, Chairman, MBAC Affordable Housing Committee  
*Panel Members:* To be announced  
This will be an interactive “fun” session.

3:00 p.m. – 5:00 p.m.

**“Leadership Training”**  
*Speaker:* John R. Grinnell, Ed. D., President, Petra Leadership Solutions, Chapel Hill, NC

5:00 p.m. – 7:00 p.m.

Cocktails at The Stadium – Rally with the Vendors

7:00 p.m.

Dinner on Your Own

**Tuesday, March 25, 2003**

9:00 a.m. – 11:00 a.m.

**Showcase Awards Recognition Breakfast**  
*Presiding:* Eugene H. Gaulin, Senior Vice President, BB&T, Wilson, NC, Co-chairman, MBAC Single-Family Committee

**Act II – A Skit – “How the Mortgage Business is Today”**

Recognition of Showcase Award Recipients; Local Association Attendance Award – “We are Serious about Education”; Recognition of Sponsors; Past MBAC Presidents; Local Association Sponsors & Presidents, Local Association current recipients of Mortgage Banker of the Year, Associate/Affiliate of the Year, Rookie of the Year/Rising Star

11:00 a.m. – 11:15 a.m.

**“To the Class of 2003” – A Commencement Address**  
*Speaker:* Toby W. Goodlett, CMB, Senior Vice-President, First Citizens Bank & Trust Co./SC, Columbia, SC and President of MBAC

11:15 a.m.

Conference Adjourns

# Local Mortgage Bankers/Lenders Associations

## NORTH CAROLINA

### (Asheville) MBA of Western NC, Inc.

President: Stacy Ford  
Asheville Savings Bank  
10 S. Tunnel Road  
Asheville, NC 28805  
(828) 298-5350 (828) 299-7318 (FAX)  
sford@ashevillesavings.com  
Term Expires: February 2004

### (Hendersonville) Hendersonville MLA

President: Bradley Jones  
Asheville Savings Bank  
601 N. Main Street  
Hendersonville, NC 28792  
(828) 696-8100 (828) 697-6666 (FAX)  
bjones@ashevillesavings.com  
Term Expires: February 2004

### (Charlotte) Charlotte Regional MLA, Inc.

President: Scott Griffin  
Countrywide Home Loans  
1043 E. Morehead St., Suite 110  
Charlotte, NC 28204  
(704) 370-7947 (704) 377-4729 (FAX)  
scott\_griffin@countrywide.com  
Term Expires: May 2003

### (Raleigh) Raleigh MBA, Inc.

President: Linda Winstead  
Countrywide Home Loans  
4515 Falls of Neuse Rd., Suite 150  
Raleigh, NC 27609  
(919) 873-1974 (919) 878-3942 (FAX)  
linda\_winstead@countrywide.com  
Term Expires: December 2004

### (Durham/Chapel Hill) Triangle MLA

President: Julie Seagroves  
Investors Title Insurance Company  
2511 State Street  
Durham, NC 27704  
(919) 656-7159 (919) 682-3336 (FAX)  
jseagro@invtitle.com  
Term Expires: December 2003

### (Shelby) Tri-County MBA

President: Rick Washburn  
The Hometown Bank  
PO Box 999  
Shelby, NC 28151-0999  
(704) 482-9462 (704) 480-6181 (FAX)  
washburnr@hometownbank.com  
Term Expires: December 2004

### (Fayetteville) MBA of Fayetteville

President: Roger "Bryan" Wright  
Advantage Loans, Inc.  
937 S. McPherson Church Road, Suite 101  
Fayetteville, NC 28303  
(910) 485-5626 (910) 485-2587 (FAX)  
bryan@e-advantageloans.com  
Term Expires: December 2003

### (Wilmington) MBA of Wilmington

President: Reid Hardy  
SunTrust Mortgage Company  
6209 Oleander Dr., Suite A-2  
Wilmington, NC 28403  
(910) 791-0969 (910) 791-0449 (FAX)  
reid.hardy@suntrust.com  
Term Expires: July 2003

### (Greensboro) Greensboro MBA

President: Gina Carrick  
BB&T  
PO Box 10229  
Greensboro, NC 27402  
(336) 433-4340 (336) 433-4349 (FAX)  
gcarrick@bbandt.com  
Term Expires: December 2003

### (Winston-Salem) Winston-Salem MBA

President: Eddie Potts  
Lexington State Bank  
161 S. Stratford Road  
Winston-Salem, NC 27104  
(336) 631-3914 (336) 631-3940 (FAX)  
eddie.potts@lsbnc.com  
Term Expires: December 2003

## SOUTH CAROLINA

### (Charleston) MLA of Greater Charleston

President: Joanne Russ  
PMI Mortgage Insurance Company  
793 Post Oak Drive  
Mt. Pleasant, SC 29464  
(800) 280-4764 (843) 884-5600 (FAX)  
joanne@bestpmi.com  
Term Expires: December 2003

### (Hilton Head) MLA of Hilton Head Island

President: Ed Brown  
Lighthouse Community Bank  
PO Box 25000  
Hilton Head Island, SC 29925  
(843) 341-3000 (843) 842-2880 (FAX)  
ebrown@lighthouseUS.com  
Term Expires: January 2004

### (Columbia) MBA of Greater Columbia

President: Robbie Lynch  
First Citizens Bank  
1314 Park Street  
Columbia, SC 29211  
(803) 356-2227 (803) 356-2288 (FAX)  
robbie.lynch@fcbsc.com  
Term Expires: January 2004

### (Myrtle Beach) Grand Strand MLA

President: William Gerald  
Atlantic Home Mortgage  
1113 48th Ave., N., Suite 118  
Myrtle Beach, SC 29577  
(843) 497-5243 (843) 497-5789 (FAX)  
wg@48th.com  
Term Expires: August 2003

### (Greenville) MBA of Greater Greenville

President: Trasi King  
Washington Mutual Home Loans  
555 N. Pleasantburg Dr., Suite 305  
Greenville, SC 29607  
(864) 240-4301 (864) 240-4305 (FAX)  
trasiking\_wamu@compuserve.com  
Term Expires: December 2003

# Have You Heard?



Jones

The National Council of State Housing Boards has elected **Lucius S. Jones** President. Jones, a home builder, Mayor of Wendell, NC, and Chairman of the Board of the N. C. Housing Finance Agency.

## Charter One Mortgage

announces **Jim Camp** has joined the company as a loan originator in its Winston-Salem, NC, office.



Camp

Irwin Mortgage announces that **Penny Coates** and **Hugh Jones** have joined the staff of its Wilmington, NC, retail branch as loan officers. **Felix Rodriguez-Reyes** has joined the staff in Raleigh, NC, as a Loan Officer working with the Latin team. **Debbie Barker-Grubbs** has been promoted from Branch Manager to a newly-created position of Eastern Regional Manager Manufactured Housing C/P Coordinator, in Greensboro, NC. **Barbara Stinson** has been promoted to Branch Manager of the Greensboro retail office.

**Washington Mutual Home Loans** announces **Irv W. Grogan, III**, has joined the company as a Loan Consultant in Winston-Salem, NC.



Deese

**Brenda Deese Dixon** of **MGIC** in Charlotte, NC, retired in November, after 25 years in the mortgage industry.

Dixon was an active supporter of the Charlotte Regional Mortgage Lenders Association and MBAC throughout her career, and served on numerous state and local committees. She was named Associate/Affiliate of the Year in 1993 for both MBAC and CRMLA. She also served two terms as Chair of the MBAC Convention Committee.

# Mortgage Bankers Association of the Carolinas 2002-2003 Calendar of Events

## March

- 10-12 **MBA of America Washington Leadership Conference**  
Washington, DC
- 23-25 **Single-Family Lenders Educational Conference**  
Kingston Plantation/Embassy Suites  
Myrtle Beach, SC

## May

- 1 **Continuing Education Courses**  
Sheraton Greensboro Hotel  
Greensboro, NC
- 4-6 **25th Annual Carolinas Real Estate Income Property Conference**  
Kingston Plantation/Embassy Suites  
Myrtle Beach, SC
- 20 **VA Loan Origination Training**  
Sheraton Columbia Hotel  
Columbia, SC
- 22 **VA Loan Origination Training**  
Sheraton Greensboro Hotel  
Greensboro, NC

## June

- 17 **FHA Update Seminar**  
Sheraton Greensboro Hotel  
Greensboro, NC
- 19 **FHA Update Seminar**  
Sheraton Columbia  
Columbia, SC

## July

- 9 **Quarterly Board Meeting**  
Centex Homes Conference Room  
Charlotte, NC

## September

- 11-13 **48th Annual Convention**  
Hilton Head Marriott Beach & Golf Resort  
Hilton Head Island, SC

## October

- 19-22 **90th Annual MBAA Convention**  
San Diego, CA

## December

- 3 **Quarterly Board Meeting**  
(Location to be announced)

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

# Earnhardt Honored For Contributions



**Earnhardt**

Roger L. Earnhardt, Executive Vice President of the Community Investment Corporation of North Carolina retired in December, after more than 30 years in the mortgage lending industry.

Earnhardt was an executive with Cameron-Brown Mortgage Corporation for 20 years, and is a former President of First Citizens Mortgage Co. Earnhardt was MBAC's Young Mortgage Banker of the Year in 1976. He served as President of MBAC in 1979, and has served as a Director and member of the Executive Committee of the Mortgage Bankers Association of America. He also served on the Boards of Directors of the N.C. Housing Finance Agency and the Housing Industry Advisory Council of North Carolina.

Earnhardt received the Master Builder Award from the North Carolina Housing Finance Agency in recognition of his contributions to affordable housing, last October.

## Industry Mourns Loss



**Krassas**

Mortgage professionals across the Carolinas are mourning the death of Steven J. Krassas who died January 8 in the tragic crash of US Airways Express Flight 5481 in Charlotte.

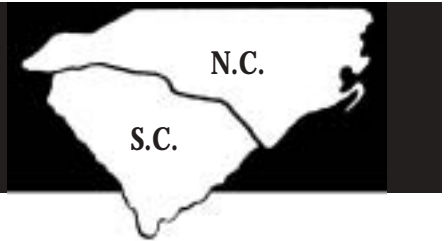
Krassas was an active supporter of MBAC and local associations throughout his career. He served on several MBAC committees and as President of the Mortgage Bankers Association of Wilmington.

At the time of his death, Krassas was Senior Consultant in eBusiness Sales and Consulting for Fannie Mae, based in Richmond, VA. He had been with the company about six months and, according to Mike Williams, President of eBusiness for Fannie Mae, quickly became an integral part of the team.

"Steve was a true team player, always selfless and encouraging as he mentored several of his peers," Williams said in a statement announcing the tragedy. "While he never took himself too seriously, he possessed a quality that made everyone he touched feel special. His quick wit and sense of humor are already legendary among his peers. He'll be sorely missed."

Krassas is survived by his wife, Robyn, of Richmond.

# Carolinas' Corner



## Charlotte Regional Mortgage Lenders Association

**Tim Newman, President of the Charlotte Center City Partners spoke at the November meeting on a new affordable housing project along the city's proposed light rail line.**



**The annual Christmas social, held in November, drew 78 members, including (left to right) Kip Byrne, Dawn Burton and Carla Wilson. In the holiday spirit, members donated approximately \$200 to the Association's Community Fund.**

**With support from member firms United Guaranty, Harwood-Russell Mortgage, American Security Mortgage, Countrywide Home Loans, Myers Park Mortgage, National Mortgage Access, First Charter Mortgage, GMAC, Wells Fargo and Wachovia, the Community Fund provided food, clothing and gifts to five needy families for the holidays. Community Fund Chairman Rob Melton is shown here with some of the donations.**



## Mortgage Lenders Association of Greater Charleston

**MLAGC President Candy Nicodin, (left), Community Service Chair Kathy McGhee (center) and Secretary-Treasurer Joanne Russ (right) joined forces with VA and Goodwill Industries for the VA's annual Stand Down For The Homeless.**



**MLAGC members donated \$750 to the program, which provides benefits, medical screenings, haircuts, warm clothing and food, to more than 800 homeless in the Charleston area.**



**Community Service Chair Kathy McGhee was also among a group of MLAGC volunteers who visited the MUSC Children's Hospital over Thanksgiving. Here, she helps a young patient with a craft project.**

**MLAGC also donated \$250 to the Charleston Area Food Bank to help provide meals for underprivileged families at Thanksgiving.**



**Mortgage Lenders Association of Greater Charleston**  
*continued from previous page*

After their tireless efforts on behalf of others, the MLAGC members relaxed at the annual holiday party at the Hobcaw Yacht Club. (Left to right: Kerry Davis, Mike Gobin, Kathy McGhee, Joanne Russ and Candy Nicodin, handed out door prizes.



Former Board Member Rick Campeau was recognized at a recent meeting for his service on the Board and for printing and mailing the Association's quarterly newsletter each year as his personal contribution.

**Raleigh Mortgage Bankers Association**



MAC-PAC Chair Daniel B. Deaton rallied members of the Raleigh MBA to the cause at Association's January 14 meeting. Members responded with generous donations. Deaton also installed a slate of new officers. They are: Bruce Million,

Immediate Past President; Wes Wester, Board Member; Brian Winter, Secretary; Linda Winstead, President; Ken Williams, Vice President; Bill Calder, Secretary; Karen Keiffer, Virginia Watson and Chip Brown, Board members.

**Mortgage Lenders Association of Hilton Head Island**

John Dupree, a loan specialist with Freddie Mac, was the guest speaker at the Association's November meeting.



MBAC Executive Director Dee McCandlish installed a new slate of officers and directors at the January meeting. They include Ed Brown, President; Linda Heller, Secretary; Chuck McAlpine, Treasurer; Anne Marie Jenkins, second Vice President; Larry Florea, First Vice President.

Jenkins, second Vice President; Larry Florea, First Vice President.

At its annual Local Charities meeting the Association presented more than \$7,500 to The March of Dimes, Boys & Girls Club of Hilton Head Island, Boys & Girls Club of Bluffton, Hilton Head Island Board of Realtors, Habitat for Humanity, the Pope Scholarship Fund, Hilton Head Heroes, United Way, Community Development Corporation and Programs for Exceptional People.



Immediate Past President Tony Guasto received a plaque in recognition of his service to the Association.

Members Vickie Arbogast and Joan Sherwood were also honored for exceptional service on the Yearbook and community service projects, and as committee and Board members and past officers.



# ATTENTION - ATTENTION

*The Mortgage Bankers Association of the Carolinas, Inc.*

*Presents*

## *Fraud Detection and Deterrence*

*\*Approved by the NC Banking Commission for 8 Hours of CE Credits  
For NORTH CAROLINA Loan Officers*

*Effective July 1, all loan officers must have completed 8 hours  
of Continuing Education to retain their current lending license.  
MBAC will host an 8-hour course as follows:*

*DATE: Thursday, May 1, 2003*

*LOCATION: Sheraton Greensboro Hotel  
3121 High Point Road  
Greensboro, NC*

*TIME: 8:30 - 5:30 p.m.*

*COST: \$200 per person (includes course material, lunch and breaks)*

*For registration information, please e-mail [clc@mbac.org](mailto:clc@mbac.org)*

Mortgage Bankers Association of the Carolinas

P.O. Box 11721

Charlotte, NC 28220-1721

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