

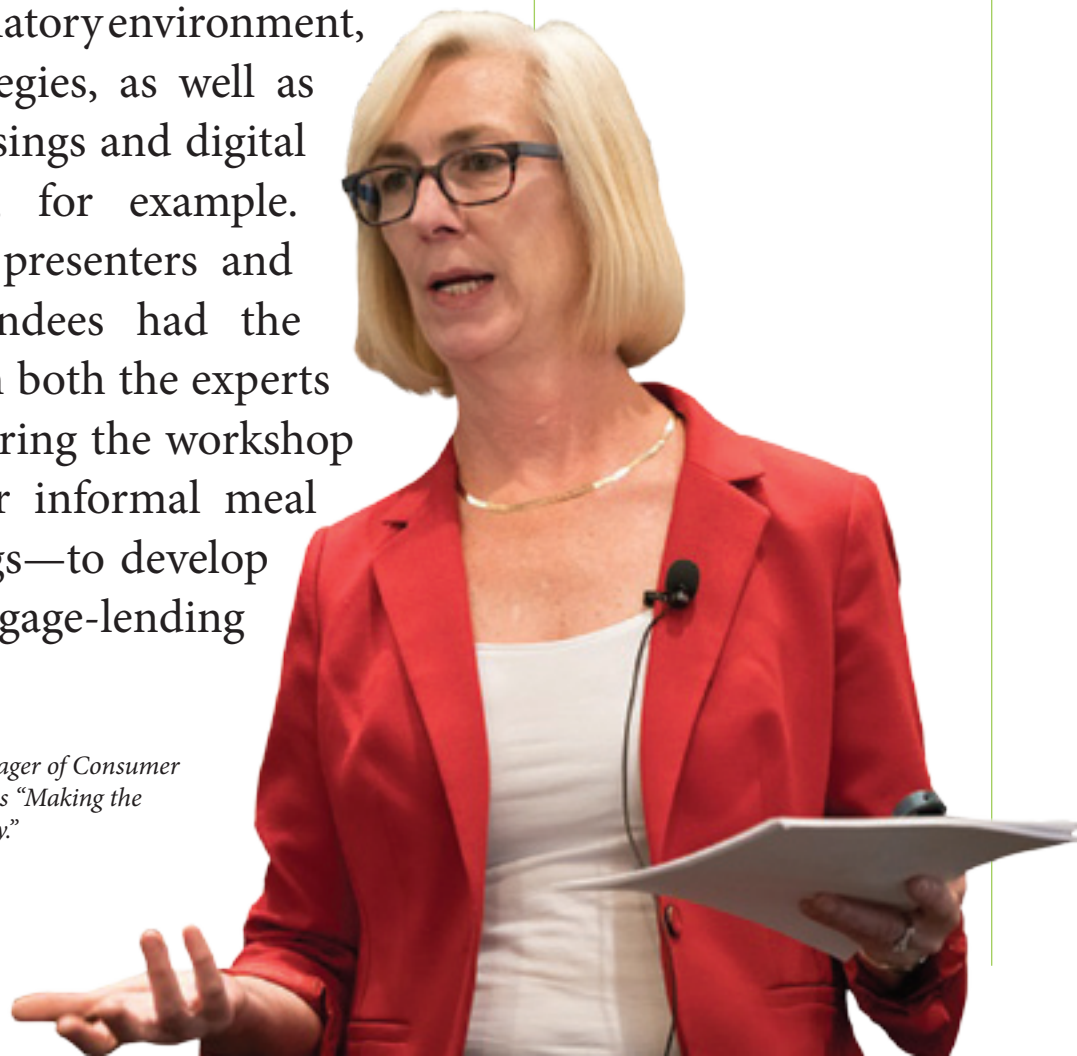
2017 Workshops Deliver

ACUMA's annual workshops, held in June in National Harbor, Maryland and Seattle, Washington, focused on strategies to win in the new purchase market with presentations and “talk show” discussions that held the interest of attendees and fostered lots of interaction. The two-day events, designed to encourage two-way conversations and networking, revolved around a “Competitive Advantage” theme that extended to vital topics explored in depth, including compliance and the regulatory environment, secondary-market strategies, as well as emerging issues—E-closings and digital end-to-end mortgages, for example. With industry-leading presenters and talk-show panels, attendees had the opportunity to talk with both the experts and peers—not only during the workshop session but also at our informal meal and reception gatherings—to develop their network of mortgage-lending professionals.

Carter Kirks, Senior Manager of Consumer Finance at PWC, discusses “Making the Digital Mortgage a Reality.”



CUNA's Michael Christians talks about “Navigating Today's Regulatory Environment.”



'Competitive Advantage'



Attendees at the National Harbor, Maryland workshop concentrate on a compliance update from Kris Kully of Mayer Brown in Washington, D.C.



ACUMA Consultant Tracy Ashfield moderates a “talk show” panel discussion on “Building an Origination Sales Team” with Bill White, Real Estate Lending VP at NASA FCU, middle, and Christopher Ercole, Sr. VP of Consumer and Real Estate Lending at Signal Financial FCU.



Attendees enjoy complimentary breakfast and lunch buffets at both days of the workshops.



During a break, workshop attendees find time to network with other mortgage professionals.



Washington, D.C. area Realtors Tina Cheung, middle, and Kevin Carter join ACUMA's Tracy Ashfield for a discussion on understanding how the role of the Realtor has changed.