National Association of Professional Mortgage Women

Join us in the City of Roses for the 59th National Annual Education Conference and Meeting…
be part of something good, something positive!!

June 15th & 16th, 2023

June 15th
Mary Kay Scully, Enact MI, Director of Customer Education –
What is Leadership and How is Leadership Different from Management along with Stephanie Clarke, Arch MI – Working with the Self-Employed Borrower
and the Annual Business Meeting

Awards Dinner and National Board of Directors Installation
Join us for a beautiful evening of awards and networking. NAPMW is hosting its annual Awards Dinner and New Board Installation. Don't miss your chance to connect with other NAPMW members from all over the country.

June 16th
All Day Education including our Keynote Speaker, *Athena Captain –*
***Market Proof Your Profits along with Nora Guerra, Freddie Mac, Crystal Rustad and Francois Madath, ARC* and a**
Networking Lunch with Silent Auction!

Full Conference Member $295, Non-members $395
Cocktail Hour, Awards Dinner & National Board of Directors Installation only $95
Day Two Education Only (lunch included) Member $145, Non-members $245

REGISTER at https://napmw.wildapricot.org/events
DEADLINE TO REGISTER IS MAY 23RD

Holiday Inn Portland - Columbia Riverfront
909 N. Hayden Island Drive, Portland, OR 97217
Members attending the conference will get a 15% room discount.
To book online use the above REGISTER at website
To book over the phone, call the Hotel directly at (503) 283-4466. Ask for the special rate code "ILOIG"

NAPMW National Association of Professional Mortgage Women

Welcome to the City of Roses for

59th NAPMW Annual National Education

Conference and Meeting…

be part of something good, something positive!

June 15th Educational Sessions

Registration

11:00-11:30

Stephanie Clark

Senior National Trainer and Instructional Designer

Arch MI

Working with the Self-Employed Borrower

11:30-3:00

Mary Kay Scully

Director of Customer Education

ENACT MI

What is Leadership and How is Leadership Different from Management?

3:00-4:30

NAPMW 2023 Annual Business Meeting

4:30-5:30

Cocktail Hour, Installation Night and Awards Dinner

6:30-9:00

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June 16th Educational Sessions

Registration 8:00-8:30

Nora Guerra

Affordable Lending Manager

Freddie Mac

State of the Housing Market and 2023 Housing Forecasts

8:30-10:00

Crystal Rustad

Regional Account Executive

American Reporting Company

Vantage Score, Changes with FICO Version 10T, Credit Repair

10:10-11:40

Networking Lunch

Silent Auction

11:50-1:00

Francois Madath

CEO and President

American Reporting Company

Fannie and Freddie's Acceptance of Appraisal Alternatives and Other Changes

1:10-2:40

Athena Captain

Coach, Speaker, Author

Market Proof Your Profits

2:50-4:20

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Meet the Speakers

Athena Captain

Coach, Speaker, Author

Through her unique combination of life experience and a heart for sharing, Athena brings her extremely engaging and humble style to the speaking arena, captivating audiences ranging from professional single moms, to families raising kids with special needs, to entrepreneurs and sales professionals looking to create a growing sales machine.

Athena's heart drives her to serve those who know, deep down, that they have a gift, a knack, that hasn't fully developed, and who hunger for that spark of inspiration and knowledge that will finally help them turn that corner. Her proven results building a referral-based prospecting and sales machine for a custom homebuilding company, after building a hugely successful sales team for one of the nation's largest mortgage firms, give her credibility to inspire and teach an audience of professionals from any size organization. Her life spent raising a child with special needs, while juggling the load that comes with being a world-class sales and marketing professional, all while overcoming the challenges of someone who scores 10 / 10 on the ACE scale, gives her credibility to speak into the lives of an audience facing similar challenges, but who also share the belief and vision that they can do, and become, more than anyone ever thought possible.

Athena brings a unique combination of grit, empathy, and no-excuses inspiration that speaks to a range of audiences, leaving them with not only the motivation, but also the tools, to go back into the world with a renewed sense of purpose, with an understanding of how to carry it out.

www.athenacaptain.com
www.facebook.com/groups/athenasecrets

Stephanie M. Clark, AMP

Arch MI, Senior National Trainer & Instructional Designer

Stephanie is an engaging mortgage and training expert who always hits the mark when delivering mortgage training focused on customer business needs. She oversees course design, curriculum development, documentation standards and the facilitation of remote and classroom training for Arch MI customers.

Before joining Arch MI, Stephanie was responsible for building and facilitating the operations curriculum for a large national financial services company. Stephanie has more than 25 years of experience in the mortgage industry, including positions in operations and underwriting.

MaryKay Scully, Director of Customer Education, Enact

As Enact's Director of Customer Education, MaryKay leads the development of our customer education curriculum. With 29 years' experience at Enact formerly GE/Genworth, she has also served as an E-Business Development Manager, Director of Customer Education and Organizational Effectiveness, and as a Service Center Manager. Prior to Genworth, she held Loan Officer positions at various mortgage companies in the Mid-Atlantic states. MaryKay's extensive and varied experience makes her a nationally sought after instructor and round table participant for topics as far reaching as Purchase Transaction Best Practices to HMDA.

MaryKay is a graduate of the National School of Banking and received an MBA in Business Administration/Management from Fairfield University in Fairfield, CT. She has held Series 7 and Series 63 (Uniform Securities Agent License). She holds a Six Sigma Quality, Green Belt Certification and is a Certified Trainer in DiSC Behavioral Profiling.

Mortgage Professional America Elite Women award in 2017 and 2018.

Chairman of the Mortgage Bankers Association of New Jersey Women's Committee (2019)

Monthly contributing writer for National Mortgage Professional

Nora Guerra
AFFORDABLE LENDING MANAGER
AFFORDABLE LENDING AND ACCESS TO CREDIT SINGLE FAMILY HOUSING

Nora Guerra is the Affordable Lending Manager in the Affordable Lending and Access to Credit in the Single Family organization. The Affordable Lending team is committed to ensuring Freddie Mac has the offerings to support responsible lending and provide sustainable homeownership, and to improve access to credit for all borrowers. Mrs. Guerra supports the Sales and Lending partners to develop and execute Seller plans for meeting affordable lending, community outreach and CRA goals. She analyzes market data to identify trends/opportunities and develops strategic direction from market information.

A veteran of 24 years in the mortgage industry. Mrs. Guerra joined Freddie Mac in 2019 and has held positions of leadership in sales origination, production and sourcing areas in a variety of areas including multicultural and low to moderate income segments.

Freddie Mac was established by Congress in 1970 to provide liquidity, stability and affordability to the nation's residential mortgage markets. Freddie Mac supports communities across the nation by providing mortgage capital to lenders. Today Freddie Mac is making home possible for one in four home borrowers and is one of the largest sources of financing for multifamily housing. For more information please visit www.FreddieMac.com and Twitter @FreddieMac.)