



Board of Directors National Board Meeting General Agenda

Wednesday December 11th, 2019

2 PM PST; 3 PM MST; 4 PM CST; 5 PM EST

Call in Number (605) 313-5871, Access Code: 177606

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|-----------|--|-------------------------------------|
| 1) | Call to order | President Glenda Mooney |
| | a. Roll call and Quorum Confirmation | Secretary Lauren Layman |
| | b. Roberts Rules for all Meeting | Parliamentarian PNP Kelly Hendricks |
| | c. Agenda Approval | President Glenda Mooney |
| | d. General Meeting Minutes Approval | President Glenda Mooney |
| | e. Designation of Minutes Review Committee | President Glenda Mooney |
| | i. NVP 1 Patti Esswein | |
| | ii. President Elect Susan Kerr | |
| | iii. Secretary Lauren Laymen | |
| 2) | Welcome and Acknowledgement of Guest | President Glenda Mooney |
| 3) | Financial Reports | |
| | a. Monthly Financial Report | Treasurer Nicole Shea |
| 4) | Administrative Report | Heather Kramer |
| 5) | Committee Reports | |
| | a. Bylaws and Operating Procedures | Frances Reinhardt, PNP |
| | b. Extensions | Jill Kinsman, PNP |
| | i. Membership | Open |
| | c. Finance | Treasurer Nicole Shea |
| | d. Ethics | Christine Pollard, PNP |
| | e. Internal Audit | Cris Poole |
| | f. Nominating | To be filled by PNPAC |
| | g. Conference | Jill Kinsman, PNP/Payton Kane |
| | h. Member Benefits | President Elect Susan Kerr |
| | i. Publications | PNP Cathy Kantrowitz |
| | i. Technology | Open |
| | j. Education | Paul Johnson |
| | i. Leadership | Open |



- 6) **Unfinished Business** President Glenda Mooney
- 7) **New Business** President Glenda Mooney
 - a. Life Storage
 - b. AmBiz 2020 Conferences
- 8) **Announcements** President Glenda Mooney

Next Meeting: Board of Directors Meeting
Wednesday January 8th, 2020

2 PM PST; 3 PM MST; 4 PM CST; 5 PM EST

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- 9) **Recess to Executive Session** President Glenda Mooney
- 10) **Reconvene** President Glenda Mooney
- 11) **Adjournment** President Glenda Mooney



NAPMW BOARD OF DIRECTORS MEETING

November 13, 2019

GENERAL SESSION MINUTES

I. CALL TO ORDER

National Board Members Present

Glenda Mooney National President
Susan Kerr National President Elect
Nicole Shea National Treasurer
Lauren Layman National Secretary
Patti Esswein..... National Vice President Area 1
Mark Jennings..... National Vice President Area 2

Parliamentarian and Administrators Present

Kelly Hendricks PNP (absent) Jill Kinsman, PNP.....Parliamentarian
Heather Kramer, Impact.....Management Company

1. Call to order

- a. **Roll Call and Quorum Confirmation:** Following roll call a quorum was confirmed to President Glenda Mooney. With notice of the meeting having been duly given, President Mooney called meeting to order at 4:00 pm Central Time.

2. Welcome and Acknowledgement of Guests

Guests

Maureen McKovich, PNP Mary Ellen Heathcoate, PNP Cathy Kantrowitz, PNP
Cris Poole Paul Johnson
Kelly Byers

- a. **Roberts Rules:** Parliamentarian Hendricks went over the Rules of the Meeting in which business will be discussed for the October 9, 2019 Board of Directors General Meeting.
- b. **Agenda Approval:** The agenda filed as amended.
- c. **October 2019 Minutes Approval:** File as presented.
- d. **Designation of Minutes Review Committee:**
 - 1. NVP 2 Mark Jennings
 - 2. National Treasurer Nicole Shea
 - 3. National Secretary Lauren Layman

3. Financial Reports

- a. **Monthly Financial Report October 2019:** National Treasurer Nicole Shea Reviewed monthly financial report. Filed as Presented

- 4. **Administrative Report:** Heather Kramer did not have anything to add to the report, but did give an update about a scheduled webinar on 11/22/2019.

5. COMMITTEE REPORTS:

- a. **Bylaws and Operating Procedures:** no report.
- b. **Extensions:** No report.
 - 1. **Membership:** Open Position.
- c. **Finance:** 2018 reports have been filed.
- d. **Ethics:** No report.
- e. **Internal Audit:** No report.
- f. **Nominating:** To be filled by PNPAC.
- g. **Conference:** Jill Kinsman discussed the conference and Gala Theme.
- h. **Sponsorship:** Discussed in Conference.
 - 1. **Publications:** No report.
- i. **Technology:** Open position
- j. **Education:** No report.
 - i. **Leadership:** Open

6. UNFINISHED BUSINESS:

- a. IML Sale Contract. Review and reading of the sales contract presented by The Mortgage Foundation. Discussion of sale.

7. New Business:

No new business to discuss.

8. ANNOUNCEMENTS:

Next Meeting: December Board of Directors Meeting

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9. **Recessed:** recessed to Executive Session at 4:34 PM Central Standard Time.

10. **Reconvene:** 5:19 PM Central Standard Time

Motion presented by National Vice President Area 2 Mark Jennings

"I move that all motions be moved from Executive Session to the General Session on the November 13th National Board Call"

Motion second by National President Elect Susan Kerr
Motion passed

Motion presented by National Secretary Lauren Layman:

"I move to have President Mooney Sign and accept the contract to sell IML Program to The Mortgage Foundation."

Motion seconded by NVP Area 2 Patti Esswein
Motion Carried

Motion presented by Jill Kinsman, PNP:

"I move that the 2020 Gala meal be the plated 3 options presented with dessert for each attendee cost of \$90.00."

Motion Carried

11. **Adjourn:** President Glenda Mooney at 5:30 PM Central Standard Time

Lauren Layman
NAPMW National Secretary

NAPMW

BALANCE SHEET

As of November 30, 2019

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Bank of American - Checking	40,552.50
Cash on Hand	0.00
Funds for Institutions	0.00
Savings	0.00
Wells Fargo Checking	2,020.86
Total Bank Accounts	\$42,573.36
Other Current Assets	
Uncategorized Asset	0.00
Total Other Current Assets	\$0.00
Total Current Assets	\$42,573.36
TOTAL ASSETS	\$42,573.36
LIABILITIES AND EQUITY	
Liabilities	
Total Liabilities	
Equity	
Opening Balance Equity	113,738.37
Retained Earnings	-72,319.42
Net Income	1,154.41
Total Equity	\$42,573.36
TOTAL LIABILITIES AND EQUITY	\$42,573.36

NAPMW

PROFIT AND LOSS

November 2019

	TOTAL
Income	
Education	3,000.00
Membership Dues	2,535.00
Total Income	\$5,535.00
GROSS PROFIT	\$5,535.00
Expenses	
Bank Charges	102.18
Committee Education	4.95
Dues to local	700.00
Management Fee	1,168.92
National Board Conference Calls	79.99
Total Expenses	\$2,056.04
NET OPERATING INCOME	\$3,478.96
NET INCOME	\$3,478.96



Date: December 4, 2019

To: President Mooney and National Board

Committee: Member Benefits

Committee Chair(s): President Elect Kerr

Overview: Our purpose is to work with vendors to provide services and tools for the members of the Association that will foster development and growth in both the professional and personal lives at a discounted rate.

Successes: Webinars with Kerry Thomas of Conquer the Chaos and with SG and Associates were both completed.

Next steps: Working with another vendor now and hope to have their information on the website by the end of December for a webinar in January.

FROM: Life Storage #572
500 Buckingham Rd
Richardson, TX 75081
(972) 808-9392

TO: Napmw Agility Resources
45 Miraclair Dr.
FLORISSANT, MO 63031 United States

INVOICE

Monday, December 09, 2019

Dear Napmw Agility Resources:
Space #A123

As you requested, this invoice is your reminder that rent on space A123, will be due on 1/1/2020.

Charges for 1/1/2020 to 1/1/2021

Rent

\$1,908.00

Total Amount Due

\$1,908.00

Thank you for your patronage and if you should have any questions, please do not hesitate to call.

Very truly yours,

Sarah McCormick
Manager

Pay online at www.lifestorage.com

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Re: Originator Connect Shows 2020

From: Vincent M. Valvo <vvalvo@ambizmedia.com>

Sent: Monday, December 9, 2019 6:35 AM

To: Glenda Mooney <president@napmw.org>; Susan Kerr <preselect@napmw.org>; 'Kelly Hendricks' <khendricks@delmarmortgage.com>

Subject: Originator Connect Shows 2020

Dear Glenda, Susan and Kelly,

Attached is our list of shows in the Originator Connect Network for 2020. We've offered NAPMW a complimentary booth at our events. Of course, we know you don't have the volunteers to be at all the shows, and several are in areas you don't have a local presence. But if you folks could review this (and, perhaps, share with your Local presidents) and let us know at your earliest convenience which shows NAPMW wants to participate in, it would be much appreciated.

Best,
Vince

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Vincent M. Valvo | CEO

[345 North Main Street, Suite 313 | West Hartford, CT 06117](#)

Direct 860.922.3441 | Main 860.719.1991 | vvalvo@ambizmedia.com | www.ambizmedia.com

 OCN MEMBER LOGO LONG

ORIGINATOR CONNECT NETWORK TRADESHOW & CONFERENCES 2020

DATE	ATTENDANCE	SHOW	LOCATION	WEBSITE
Jan. 17	2,000	New England Mortgage Expo	Mohegan Sun, CT	www.nemortgageexpo.com
Feb. 6	600	CA Mortgage Expo	San Diego, CA	www.camortgageexpo.com
Feb. 11	400	Texas Mortgage Roundup	San Antonio, TX	www.txmortgageroundup.com
Feb. 18	250	Coastal Connect Mortgage Expo	Jacksonville, FL	www.coastalconnectexpo.com
Mar. 12	300	Atlanta Mortgage Expo	Atlanta, GA	www.atlantamortgageexpo.com
Mar. 18	250	Carolinas Connect Mortgage	Charlotte, NC	www.carolinasconnectmtg.com
April 9	250	NY Mortgage Expo	White Plains, NY	www.nymortgageexpo.com
April 16	1,200	CA Mortgage Expo	Irvine, CA	www.camortgageexpo.com
May 5	300	Motor City Mortgage Expo	Detroit, MI	www.motorcitymortgageexpo.com
May 14	300	Chicago Mortgage Originators	Chicago, IL	www.chicagooriginators.com
May 21	250	Suncoast Mortgage Expo	Tampa, FL	www.suncoastmtgexpo.com
June 10	250	Mid South Mortgage Expo	Memphis, TN	www.midsouthmortgageexpo.com
June 23	350	Great Northwest Mortgage Expo	Portland, OR	www.greatnorthwestexpo.com
July 7	550	Ultimate Mortgage Expo	New Orleans, LA	www.ultimatemortgageexpo.com
July 23	350	Arizona Mortgage Expo	Phoenix, AZ	www.azmortgageexpo.com
Aug. 21-23	1,900	Originator Connect	Las Vegas, NV	www.originatorconnect.com
Sept. 2	350	Great Northwest Mortgage Expo	Seattle, WA	www.greatnorthwestexpo.com
Sept. 10	350	Texas Mortgage Roundup	Dallas, TX	www.txmortgageroundup.com
Sept. 17	500	CA Mortgage Expo	Glendale, CA	www.camortgageexpo.com
Oct. 1	350	Colorado Mortgage Summit	Denver, CO	www.comortgagesummit.com
Oct 13	500	CA Mortgage Expo	San Francisco, CA	www.camortgageexpo.com
Nov. 6	500	Utah Mortgage Expo	Park City, UT	www.utahmortgageshow.com
Dec. 8	500	OCN California Mortgage Expo	Irvine, CA	www.camortgageexpo.com

TOTAL

SAVINGS:

ALL-NETWORK BUY BONUS:

CONTACT:

Vincent Valvo, CEO

American Business Media LLC

vvalvo@ambizmedia.com

Direct: (860) 922-3441

345 North Main St., Suite 313

West Hartford, CT 06117