



Mortgage Bankers Association of Louisville

Mortgage Bankers Association of Louisville P.O. Box 525 Sellersburg, IN 47172

December E-News

**PLEASE RSVP for our Holiday Party!
Held on Friday, December 12, 2008**

**DOOR PRIZES ARE NEEDED!
Please bring a door prize to the
luncheon.**



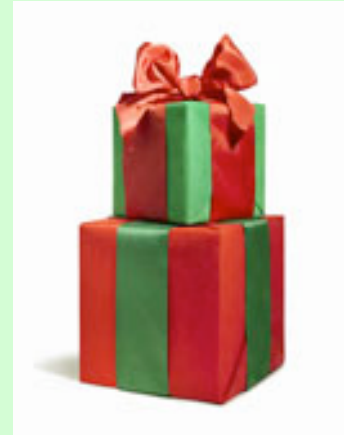
President's Message-Adam Hall

I can hardly believe 2009 is just a few short weeks away. It would seem our Christmas present from the market this year is much lower rates, and the possibility of a refinance boom.

As we enter 2009, please remember all the value that Mortgage Bankers Association brings to you year after year. If lower rates are sustained, and we see a major increase in business, please do not forget to be involved and active with MBA. While we may have the opportunity to make a lot of loans in 2009, legislators and regulators will not have forgotten the issues our industry has faced over the last years and the subsequent economic down turn. At times like these, having the best, most up to date information is crucial to a profitable and sustainable future career.

While being informed and educated is important, that is not the only reason I would encourage you to remain active. As a group, we have helped many people in our community through the years in our roles as mortgage

Upcoming Events



Potter House Charity Collection

We will be collecting personal items, food and gift cards for The Potter House, Lost Sheep Ministries at our Holiday Party in December.



MBAL 3rd Annual Gala Event At Audubon Country Club January 15, 2009

professionals and as members of the community volunteering. When the media often portray mortgage lenders as the villains of the economic crisis we are facing now, it is important to show the true face of mortgage banking as often as possible. As I have said many times before, those of us who are still doing mortgage loans and answering the questions about what went wrong did not create these problems – we are only left to fix it. Those who made bad lending decisions have long since moved on to more profitable and easier lines of work.

I wish all of you a wonderful Holiday Season filled with family and good times. And I look forward to working with all of you in 2009 to restore the good name our industry rightly deserves.

Membership Dues

Membership Dues will be due on January 1, 2009. Invoices are being sent to current members this week. Payment can be made by check or through our website using Paypal and a credit card. You can use the following link to pay for membership dues online. Individual Membership is \$175, Associate and Corporate Membership is \$350.

<http://www.mbalou.org/mbaljoin.htm>

Not a Member? Join MBAL!

<http://www.mbalou.org/mbaljoin.htm>

Silent Auction

We are adding a Silent Auction to the pre-dinner events at the Gala Event. We are excited to announce that a portion of the funds collected from the Silent Auction will benefit the Ronald McDonald House. We are asking for themed baskets or gifts to be donated to the Silent Auction. If you can put together a basket, please contact Shannon Vittitow at 812-406-6680.

Sign Up for a Committee for 2009!

Want to get involved more in the MBA Louisville?

Join a committee!

There are several groups that would love to have your knowledge and input.

Learn more about your fellow members while helping to give back to the association and the community.

Reception with Vendor Booths and Silent Auction begins at 6 p.m.,

Dinner begins at 7 p.m.

Tickets are \$35 in advance only.



Thank you to MetLife Home Loans!

Special thanks to MetLife Home Loans and The Kathryn Rutherford Team for sponsoring the wine at the upcoming Gala Event dinner.

News You Can Use

Welcome to our newest Board of Directors member: Paula Bova, CB & T. Paula will hold the position as a director on the 2009 MBAL Board of Directors.

Get involved with YOUR MBAL!

- **Awards Task Force Committee:** Meets to handle awards, submissions, and judging.
- **Alliance Committee:** Committee acts as a liaison with Builders and Realtors. Works to strengthen relationships with Builders and Realtors
- **Continuing Education Committee:** Develops an educational plan that encompass both monthly meetings and additional educational offerings and continues to pursue avenues where we create value for all people employed in our industry.
- **Legislative Committee:** Helps keep the membership informed of all of the national, state and local proposals. Helps to develop a plan to support positive legislation that helps the industry grow and prevent legislation that will ultimately harm the consumer and the industry.
- **Membership Committee:** Develops a comprehensive program to enhance and increase membership with targeted growth.
- **Communications Committee:** Develops a marketing plan and campaign for radio, television, newsletters, or any other form of advertising or communication that goes out to the public on behalf of the association.
- **Programs Committee:** Provides speakers for the monthly luncheon meetings and works with the Continuing Education Committee on a long-range education plan.
- **Community Service/Fundraising Committee:** Plans events that benefit our local community, and those that raise funds for our association.

There will be sign-in sheets at the November Luncheon Meeting and at the Holiday Party.

A Message From Sharon Decker: Awards Chairman for the 3rd Annual MBAL Gala Event

There is **only 1 MBAL luncheon meeting remaining** for the 2008 year, the Holiday Party. To qualify for an award to

Suggestion Box

MBAL wants to hear your suggestions.

There is a suggestion box at the sign in table at each Monthly Luncheon, drop in your suggestions.

Treasurer's Report

Fifth Third Checking Account- \$1797.71

PNC Checking Account \$1732.86

PNC Money Market Account -\$7241.03

Paypal Account - \$1188.90

Cash On Hand- \$150.00

Chase CD - \$28327.00

Chase CD - \$26419.00

Total- \$66856.50

Expenses for the month of November totaled \$1546.65

Income for the month of October totaled \$1775.00

be presented at the Gala Event, you must meet the following criteria listed below. If you have questions regarding your attendance to our past luncheon meetings, please call or email Shannon Vittitow at mbal@att.net or 812-406-6680.

2008 Mortgage Originator Award Categories and Criteria

Nominees must have attended a minimum of **five** luncheons or meetings throughout the year to be considered for award. This would also apply to an individual selected for the Rising Star Award.

In addition to top placement awards, all nominees submitted will receive a certificate of performance and be recognized at the annual gala.

Top Producer Award – One award

Any individual who has obtained top dollar volume.

Bank Loan Originator Award - First, Second and Third

Any individual who is located in a bank headquarters or branch who derives 50% of funded volume from bank generated leads.

Outside Loan Originator Award - First, Second and Third

Any individual who is not located in a bank headquarters or bank branch that derives 100% of their funded volume from outside sources.

Top Unit Loan Originator Award – One award

Any individual who has obtained a minimum of 90 funded units.

Housing Advocate Award – One award

Open to both members and associate members, this award will reward the individual who displays the following:

- Individual's level of promoting homeownership

Year To Date
expenses total
\$31649.92

Year To Date
Income totals
\$29689.36

2009 Board of Directors

President:

Nancy Thompson
New South Federal

Vice President:

Pamela Farmer
Countrywide Home
Loans

Secretary:

Bill Stutzenberger
PNC Bank

Treasurer:

Jonathan Boyd
Fifth Third Bank

Director:

Sharon Decker
Fifth Third Bank

Director:

Laura Burns
Rels Title

Director:

Debbie Jenkins
Walden Mortgage

Director:

Paula Bova
CB &T

Director:

Adam Hall
Fifth Third Bank

in the area of teaching financial literacy and home ownership (alternatively, could be very active making arrangements for others to teach)

- Community service with affordable housing organizations, such as board and/or committee service
- Extent of involvement in the affordable housing arena; e.g. demonstrates a variety of contacts and work as opposed to working with only one or two entities
- Demonstrates actions and involvement in promoting homeownership that goes beyond the basics of one's formal job description
- Level of knowledge this individual brings that directly benefits the cause of homeownership

Community Mortgage Loan Originator Award – One Award

This individual would help low to moderate-income borrowers obtain financing while also participating in community activities. This individual would promote the following:

- Individual's depth and breadth of knowledge of mortgage products and how that knowledge helps persons achieve homeownership
- Individual's level of promoting homeownership the area of teaching financial literacy and homeownership
- Participation in community service with affordable housing organizations, such as board and/or committee service
- Involvement in affordable housing arena
- Demonstrates actions and involvement in promoting homeownership that goes beyond the basics of one's formal job description

Rising Star Award – One award

The nominee is a loan originator with less than two years in the profession. Their most recent 12-month production should be \$5 million in funded volume or more. Documented involvement in the community as it relates to housing, training, seminars, awards/recognition and other community involvement outside of mortgage lending.

November MBAL Board Of Directors Meeting Minutes

Held: 11/05/2008

Present: Adam Hall, Buddy Kittle ,Pamela Farmer, Bill Stutzenberger, Nancy Thompson, Howard Young, and Shannon Vittitow.

The meeting was called to order at 11:30 am by Adam Hall.

Motion to approve the minutes from October 1, 2008 meeting was made by Buddy Kittle and seconded by Howard Young. The motion carried by unanimous voice vote.

A motion to approve the treasurer's report was made by Pamela Farmer and was seconded by Buddy Kittle. The motion carried by unanimous voice vote.

Committee Reports:

Membership

Zurich Financial Enterprises submitted an application for new membership. Buddy Kittle made a motion to approve the application. The motion was seconded by Nancy Thompson. The motion was approved by unanimous voice vote.

Legislative

Adam Hall reported that MBA of America is hosting a conference call outlining the key components of the SAFE ACT with an accompanying web cast. It was agreed by the board the MBA of Louisville should register for the call and Adam would host the web cast and conference call at Fifth Third Tower.

Programs:

All months but August and September have been filled. The two programs for those slots are a meeting with Department of Financial Institutions and a Round Table Discussion with Realtors and Home Builders.

Alliance

Pamela Farmer is currently on the GLAR Community Relations Committee. She asked if we had any special projects which she could offer as service projects to the GLAR committee. The board suggested the Taste for

Homeownership Wine Tasting event. The board also emphasized our willingness to help with any projects and strengthen the partnership with GLAR which has evolved.

Communication

No Report

Continuing Education

No report

Community Service

We will have a representative from the Potter House at the luncheon to speak about their activities and to collect donations from our group.

New Business:

Adam Hall and Buddy Kittle provided a report on the MBAA State and Local Workshop. Both stressed that while many states have large staffs, both felt that MBAL accomplished a lot especially with the resources available.

Both emphasized the change in MBAA with the new management in place. All wanted to reach out more to the state and local groups. All of the department heads were eager to meet with and offer help to any of us on the local front.

There was a brief discussion of entertainment at the Christmas Party. It was agreed we would have holiday music and that would be all instead of live entertainment.

The meeting was adjourned at 12:35.