



Mortgage Bankers Association of Louisville

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

November E-News

PLEASE RSVP for our upcoming luncheon on November 12, 2008

You can RSVP by sending an email to mbal@att.net

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



President's Message-Adam Hall

I am writing this one week after returning from the 95th annual Mortgage Bankers Association of America National Convention. The State and Local Conference, which is designed to assist local leadership to develop, share ideas, and work more closely with MBA nationally, was a very intense couple of days – I took 12 pages of typed notes in addition to a stack of handouts and presentations.

The one message I would bring back to each of you is, I am always proud to say I represent the MBA of Louisville. As we share ideas and discuss what the other MBA



Upcoming Events

Potter House Charity Collection

We will be collecting toys and personal items for The Potter House, Lost Sheep Ministries at our Luncheon Meetings in November and December.

**November 12th
Tony Lindhauer-
Jefferson County
PVA
&
2009 Officer
Elections**

associations are doing across the country, we are consistently ahead of the curve. Compared to many associations, we are small and we do not have the staff other associations have. However, because of your support and work, our MBA accomplishes as much and in some cases more, than much larger associations.

I will also tell you MBA of America staff and leadership have been and will continue to work for the best interest of our customers and our practitioners. In the month of September, as the face of the financial system in America completely changed, MBA staff worked seven days a week, long hours to make sure we could understand the impact of these changes and to craft responses. For the future, MBA has convened a task force to make proposals on what the secondary market will look like now that Freddie Mac and Fannie Mae have been taken into receivership so that we can be assured there will be capital available for us to make mortgage to home buyers.

Finally, I was deeply honored to be present when our own David Kittle was installed as Chairman of the Mortgage Bankers Association of America. Of all the people I have met and talked with over the last three years serving as leader of our association, I can say no one is better prepared or more capable of facing the challenges ahead of us in the next twelve months. David has an aggressive agenda to stabilize our industry and rebuild our very battered reputation. I am confident, under David's capable leadership, we will rise above this very rough time in our industry and come out on the other side with a much better structure to provide sustainable homeownership opportunities across the spectrum of homeowners.

David Kittle Dinner Reception

The leadership of MBAL, MBAK and MBA of the Bluegrass hosted a reception honoring David and Ellen Kittle ahead of David's installation as Chairman of MBA of America. The reception was held on October 9, 2008 at Napa River Grill in Louisville, Kentucky. The evening was an exciting event for all that attended. MBAL presented David with an unique piece of Louisville Stoneware entitled "Brown Homestretch Bowl".

David Kittle will be our Keynote Speaker at the Third Annual Gala Awards Event held at Audubon Country Club on January 15, 2009.

**December 12th
Annual Holiday
Party-11 a.m. to 2
p.m. Tickets are
\$30 in advance
only.**



January 15, 2009

**MBAL 3rd Annual
Gala Event
At Audubon
Country Club**

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

**Dinner begins at 7
p.m.**

**Tickets are \$35 in
advance only.**

**News You
Can Use**

Welcome to a new
member:
Zurich Financial
Enterprises!

**Suggestion
Box**



Ellen and David Kittle, October 9, 2008 Louisville, KY

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.

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

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- \$1836.66

PNC Checking Account \$1374.51

PNC Money Market Account -\$7241.03

Paypal Account - \$775.87

Cash On Hand- \$150.00

Chase CD - \$28327.00

Chase CD - \$26419.00

Total- \$66124.07

Expenses for the month of October totaled \$6367.85

Income for the month of October totaled \$2013.66

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 are **only 2 MBAL luncheon meetings remaining** for the 2008 year. To qualify for an award to 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.

Year To Date
expenses total
\$29928.27

Year To Date
Income totals
\$27907.68

2008 Board of Directors

President: Adam Hall

Vice President:

Pamela Farmer

Secretary: Nancy

Thompson

Treasurer: Bill

Stutzenberger

Director: Buddy Kittle

Director: Howard

Young

Director: Andrew

Thieneman

Director: Missy Brown

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 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.

October MBAL Board Of Directors Meeting Minutes

Held: 10/01/2008

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

Adam Hall called the meeting to order at 11:30 am.

Motion to approve the minutes from September 3rd meeting was made by Buddy Kittle and seconded by Pamela Farmer. The motion carried by unanimous voice

vote.

A motion to approve the treasurer's report was made by Andy Thieneman and was seconded by Missy Brown. The motion carried by unanimous voice vote.

Committee Reports:

Membership

First Horizon is now Metlife Home Loans. Metlife applied for approval to transfer membership from First Horizon to MetLife. A motion was made by Buddy Kittle to approve the membership transfer. Howard Young seconded the motion. The motion carried by unanimous voice vote.

Legislative

Adam distributed as part of the agenda material MBAA report "Capital Markets In Flux"

Programs:

No report

Alliance

No Report

Communication

No Report

Continuing Education

No report

Community Service

Howard Young reported he has contacted a couple of charities for information about donations for holiday donations. He would advise the board within the next week for a decision.

New Business:

Adam Hall updated the group about the dinner for David Kittle to recognize him for his election to Chairman of the MBA of America. The dinner will be at Napa River Grill on October 9th and the board of Directors of the MBA of Bluegrass, MBA of Kentucky, MBA of Louisville and past presidents of the groups have been invited to attend. The menu was provided as well as a combative gift from Louisville Stoneware.

Buddy Kittle provided a report about the MBA of Kentucky annual meeting. The MBA of Kentucky made significant updates and changes to the bylaws which were approved. The changes allow for growth and participation for all areas of the state. Buddy also announced the election of new executive officers for the MBA of Kentucky. The president is Buddy Kittle, Vice President is Roberta Wilson, Secretary/Treasurer is Adam Hall.

A general discussion was held regarding changing the method by which a slate is selected for the board of directors. A committee with Missy Brown, Howard Young, Buddy Kittle and Adam Hall will work to develop a proposal for the board to review. Adam will set up a meeting for the committee.

It was also suggested more information be provided to the membership regarding committee service. Adam agreed to announce committees at each general membership meeting and that Shannon Vittitow would focus on the committees in the newsletter to promote committee service.

The meeting was adjourned at 12:13 pm.