

OCTOBER 2003

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Fall Conference & Marketplace
McLean Hilton, VA

November 20
Commercial Finance Reception
Bank of America, DC

December 4
Wine & Cheese Holiday Party
Sheraton Premiere, Vienna, VA

December 12
Annual Meeting & Holiday Luncheon
The Fairmont Washington DC

February 7, 2004
Installation Dinner & Awards Celebration
Westwood Country Club, Vienna, VA

Information about upcoming events
can be found on our web site at
www.mbamw.org

MBA of Metropolitan Washington Creates \$10,000 Endowment Fund

The MBA of Metropolitan Washington recently established an endowment at the Bergman Real Estate Institute at John Hopkins University. Through a \$10,000 donation from MBA/MW and an equivalent match from Michael Bloomberg, a perpetual annual award of \$1,000 in the name of the Association will be given to a deserving student at the University. Special thanks to MBA/MW's Income Property Committee for developing this endowment opportunity.



A \$10,000 ceremonial check was presented to Johns Hopkins University representatives at the March 2003 Capital Markets Update. Pictured from left to right: Eric Ekeroth, Dr. Glenn Mueller, Emily Abernathy, Phil Hummelt, Joseph Shaw, Claudia Pleasants

MBA/MW Members Support \$25,000 Fundraising Campaign for Manna

The MBA of Metropolitan Washington year-long \$25,000 fundraising campaign for Manna, Inc., has been a great success. Manna, which is in its 20 year, has developed more than 700 quality affordable homes for hardworking, low-income residents of the District and has helped hundreds to become financially literate through the organization's Homebuyers Club and individual Development Account programs.

We are pleased to report that MBA/MW has already surpassed its goal, having donated approximately \$25,700 to Manna. Dedicated members have participated in raffles, a silent auction, and have sent both personal and corporate donations to Manna. In addition, the association has contributed a portion of the registration fees collected from nearly every association event this year. Association members also participated in a Manna build day, held on June 14 in



MBA/MW President Phil Morse, CMB, accepted a \$5,000 check to benefit the Manna Fundraising Campaign from Debra Casale, CMB of GMAC Residential Funding

conjunction with NeighborWorks Week (see photos on page 6 of this publication) and many will attend Manna's 8th annual Friends of Manna Reception and Silent Auction on October 23 from 6:00 pm -

see Manna, page 6

President's Message

by Philip D. Morse, CMB Reilly Mortgage Group, Inc.

As we enter the final months of 2003, one can start to look back on one of the most dynamic and successful years for our industry. Residential loan origination volume is projected to surpass \$3.2 trillion, exceeding last year's record volume by more than 25%. All residential lenders, mortgage bankers and service companies have been operating in overdrive for the entire year. Commercial mortgage originations have remained strong despite deteriorating market fundamentals. The MBA/MW has also been operating in high gear in 2003. Your association has increased the number and scope of education and social events, commenced a major fundraising effort, and revised the dues structure.

With the influx of new employees in our industry, there has been an explosive demand for our educational programs. Larry Grist, and the members of the Education Committee have worked overtime to expand our FHA/VA workshop from one to three sessions this year. Each session has been oversubscribed. Our first Loan Officer University session of the year was also a sellout. The Association added a second session for early September. Many thanks to Judy Wheatley with Mortgage Dynamics, Inc. for teaching each of the FHA/VA Workshops and Mary Kay Scully with GE Capital Mortgage Insurance Company for instructing the intensive three day Loan Officer University course. Lastly, the Annual Income Property Seminar held on September 24th at the Naval Heritage Center in D.C., and the residential Fall Conference and Marketplace (scheduled for November 6th at the McLean Hilton) contain informative agendas with industry leading speakers. The Association will continue to make education a priority.

On the social side, the excessive wet weather this Spring could not dampen our events. The Spring golf outing at Whiskey Creek Golf Course had to be rescheduled due to a wash out, but we were able to get in 18 holes on the rain date just before the skies opened up. For the first time in many years, we held a Fall golf

outing on September 10th at Raspberry Falls in Leesburg, which proved to be a sunny and mild Fall day. Many thanks to Dave Baer and his Golf Committee for planning these two events.

Attendance at this year's Crab Feast set a record with over 350 participants. Margie Blanchard-Rice and the Networking Committee did a wonderful job planning and promoting this event. Margie has even bigger plans for December's Holiday Party at the Sheraton Premiere Hotel in Tysons Corner. We are returning to a lower cost, more festive approach reminiscent of years past. Stay tuned for more details.

Due to the success of this year's 50th Anniversary Gala, the Association has decided to hold next year's Installation Dinner at Westwood Country Club. Scheduled for Saturday, February 7th, the 2003 Loan Production Council Award winners will be recognized and receive their plaques. The Loan Production Council Award winner's criteria has been revised so that volume is now measured during the 2003 calendar year and the award groupings will be based on percentages above a minimum annual volume of \$18 million. We encourage all of our residential member firms to participate in this program.

Our Manna fundraising campaign remains in high gear this year. Thanks to the stellar efforts of our campaign chairperson, Madeline Johnson-Oler, CMB, and the generosity of numerous member firms, the Association has already passed our goal of \$25,000. Manna held a work day in conjunction with National Neighborhood Week. Over 20 Association members joined Manna volunteers to complete landscaping at the Syphax Village development in Southeast Washington, D.C. Our fundraising efforts will continue until the end of the year. I would encourage each of you to consider making a donation to this fine non-profit housing and community development organization.

As our industry continues to consolidate, the Association's membership base has not increased for several years. In order to attract additional firms to become members of the Association, the Board of Governors recently approved a



significant restructuring of our membership dues. Starting with the 2004 dues, there will be a tiering of dues based on company size. Firms with three or less employees will see annual dues decrease to \$275; firms with four to nine employees will see a decrease in dues to \$400; and firms with ten or more employees will see a slight increase to \$550. Non-profit companies, government agencies and trade associations will also see a reduction in dues to \$275. Additional incentives will be offered to attract new firms that have been attending Association events. Our goal is to expand our membership base at all levels within our industry.

Lastly, I want to share with you a recent challenging and rewarding adventure I experienced – obtaining my Certified Mortgage Banker (CMB) designation. Last year, the Mortgage Bankers Association of America changed the membership requirements for obtaining a CMB designation. Members of state and local associations who are not members of the national association can now apply for CMB candidacy. Candidates can now choose among a Commercial CMB, Residential CMB or Master CMB designation. The Master CMB is a combination of both residential and commercial mortgage banking disciplines. Enrollment is quite simple - complete a one page enrollment form and write a check for \$300. Once accepted, a candidate must fulfill a set of requirements over a five year period including earning 150 CMB points through formal education, professional experience, continuing education and participation in MBA activities at the local, state and/or national levels. Once a candidate has accumulated the required

see *President's Message*, page 10

Member Companies Partner with MBA/MW to Offer Outstanding Educational Programs

— 110 Graduate from September Loan Officer University

Back for a second time this year, Mary Kay Scully of G.E. Capital Mortgage Insurance Company provided an intensive three-day Loan Officer University to 110 attendees in September 2003. This program was co-sponsored by the MBA of Metropolitan Washington and G.E. Capital Mortgage Insurance Companies. The program won rave reviews from attendees.

We are pleased that Mary Kay Scully and G.E. Mortgage Insurance Company have agreed to co-sponsor Loan Officer University again next year. The three-day program will be presented on February 11 - 13, 2004 at the Holiday Inn Tysons Corner. Registration forms will soon be available on MBA/MW's web site at www.mbamw.org

*Special thanks to
G.E. Mortgage Insurance Co.
and Mary Kay Scully
for making this program possible.*

— More than 350 Benefit from FHA and VA Workshop

In the Fall of 2002, MBA/MW's Education Committee suggested that the association offer a seminar to help members better understand the details of providing FHA and VA loans. Judy Wheatley, CMB, Senior Consultant with Mortgage Dynamics, Inc. was approached as a potential speaker. Judy developed a full-day seminar which sold out within days of opening registration. Due to the popularity of the seminar, two

additional seminars were scheduled in 2003, all of which were extremely well-received and filled to capacity. In all, Judy educated over 350 industry professionals on the details associated with FHA and VA loans.

We are pleased to announce that Judy Wheatley will teach the FHA and VA Workshop again in 2004. Watch MBA/MW's web site for details.

*Special thanks to
Judy Wheatley, CMB
and Mortgage Dynamics, Inc.
for making this program possible.*

Great Seminars Planned for Fall Conference & Marketplace

As the market evolves, you need to make sure you are focusing on the issues that will enable you to *expand your business and take advantage of future opportunities*. MBA/MW's Fall Conference & Marketplace on November 6 at the McLean Hilton offers a full day of seminars designed to keep you on the cutting edge. The conference will feature the following nationally-recognized speakers:

- **Greg Frost**, one of America's top loan originators, and a leading industry sales trainer, will help you learn about making a real difference in the direction and success of your loan originations. Greg will demonstrate *How to Replace Each and Every Loan in Your Pipeline Every Month and Show You How to Double Your Realtor Base in the Process*.

- Speaker, author, manager and performance consultant, **Mike Baker**, will help

you learn how to *Break Through to the Trusted Advisor's Edge*.

- Senior Vice President of Government Affairs at the Mortgage Bankers Association of America, **Kurt Pfothenauer**, will provide an overview of the MBA's position on pending and future legislative and regulatory issues affecting the mortgage industry.

Approved for six elective hours of Maryland Continuing Education Credits, these seminars also qualify for credit towards MBA/MW's Loan Production Council Awards Program.

Additional conference details and a registration form are available on MBA/MW's web site at www.mbamw.org

Great sponsorship and exhibitor opportunities are still available for the conference & marketplace. For additional information, contact the MBA/MW office.

Special Thanks to Our Exhibitors/Sponsors

(includes exhibitors and sponsors as of 10/01/03)

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Bronze
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Option One Mortgage
RDJ Promotions LLC
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Welton Courier

Great Golfing at Whiskey Creek Despite Weather

Although heavy rains caused rescheduling of MBA/MW's June Golf Outing, the weather didn't dampen the spirits and fun of those who played on the slightly damp, rescheduled date at the beautiful Whiskey Creek Golf Course in

Ijamsville, Maryland. Special thanks to Beth Ann Mellott and Patti Suppa of PMI Mortgage Insurance Company for selling mulligans, raising \$850 to benefit Manna.



1st Place (57) (from left to right)
*Larry Grist, Karl Walters, Tom Walters,
Jim Holthaus*

2nd Place (57):
*Ted Hermes, Ted Patch,
Mike Yavinsky, Geoff Flournoy*

3rd Place ((57):
*Judy Calhoun, Dan Spotts,
Mike Keehan, Tom Maylan*

Thank You To Our Spring Golf Sponsors

\$10,000 Hole-In-One Prize
MGIC

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G.E. Capital Mortgage Insurance
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Countrywide Home Loans
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Driving Range
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22nd Annual Income Property Seminar a Success

On September 24, MBA/MW held its 22nd Annual Income Property Seminar, *Washington, DC: A Capital City*, at the Naval Heritage Center at the Navy Memorial. More than 140 professionals attended the seminar in which industry leaders shared their views on current issues, and offered predictions about the future course of the Washington MSA real estate market. Keynote speaker Robert Peck, President of the Board of Trade, offered a logical starting point for discussions concerning the continued growth and development of commercial

real property in the Washington area. Two product specific panels, which included some of the Washington MSA's leading developers and financiers, offered the opportunity for focused exploration of both the commercial and multi-family property and capital markets.

The Commercial Panel was moderated by Eric Ekeroth, Northwestern Mutual Investment Company. Panelists included: Brian P. Coulter, The JBG Companies; Marty Cropp, Principal Capital Real Estate Investors; Matt Klein, Akridge; and Charlie K. Nulsen, Atlantic Realty.

The Multifamily Residential Panel was moderated by Phil Morse, CMB, Reilly Mortgage Group. Panelists included: Richard I. Knapp, KSI Services; Jonathan Cox, Avalon Bay Communities; Michael F. McRoberts, Freddie Mac; and Stanley Slotter, Paradigm Development Company.

Special thanks to Joseph Shaw and Bill Asbill, Co-Chairs of the Income Property Committee, for working with committee members to plan this outstanding program.

The Mortgage Bankers Association of Metropolitan Washington thanks to this year's corporate income property sponsors

Bear, Stearns & Co.
Bingham McCutchen LLP
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Phillips Realty Capital
Prudential Mortgage Capital Co.

Randall Hagner, Ltd
Reilly Mortgage Group, Inc.
Wachovia Securities
Walker & Dunlop Inc.

Fall Golf Outing

MBA/MW's first annual Fall Golf Outing on September 10 was an overwhelming success. 100 golfers enjoyed a beautiful sunny day at Raspberry Falls Golf and Hunt Club in Leesburg, VA.



1st Place (59) (from left to right):
Kevin Walmsley, Ryan Angier, Malcolm
Hollensteiner, Bill Todd

2nd Place (62): Jeremy Walker, Jay Siegfried,
Gordon Wood, Jason Moser

3rd Place (62): Pat Casey, Mike Onufrychuk,
Phil King, Tom Donohoe

Thanks to Our Fall Golf Outing Sponsors

Cocktail Reception
Countrywide Home Loans

Beverage Cart
Radian Guaranty

Hundreds Attend July Crab Feast

Reminiscent of years past, this year's crab feast brought nearly 375 people out to enjoy an evening of good food (crabs, barbecue and beer), dancing and networking with friends and colleagues. In addition to the great dance contests, attendees also participated in several raffles which raised \$850 for Manna, Inc., MBA/MW's designated charity for 2003. Thanks to Joe DiCesare of Liberty Mortgage for donating several large gifts for the Manna raffle.

Special thanks to Committee Chair Margie Blanchard-Rice of PMI Mortgage Insurance Company and to the following committee members for their efforts in promoting the event:

- Debra Bassett, HSBC Mortgage
- Pat Bowman, Wells Fargo Home Mortgage
- Joe DiCesare, Liberty Mortgage
- Mary Fry, Acacia, F.S.B.
- Brian Mullen, Commercial Federal Mortgage Corp.
- Kevin Walsh, GN Mortgage
- Patty Widerman, BB&T

Thank You to the Following Companies for their Generous Support of the 2003 Crab Feast

GOLD SPONSORS

Chase Manhattan Mortgage Corp.
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E*Trade Bank
Meritage Mortgage Corporation
PMI Mortgage Insurance Co.
Snelling Personnel Services
SouthStar Funding

SILVER SPONSORS

1st National Bank of Arizona
Guaranty Bank
HSBC Mortgage Corporation
MGIC
United Guaranty Residential Ins.

Manna

continued from page 1

8:00 pm at the True Reformer Building, 1200 U Street, NW, Washington, DC. Tickets for the reception and silent auction cost \$35 and are on sale from Manna at (202)832-1845. There will be hundreds of great auction items to bid on including a fabulous week in Paris donated by MBA/MW Board member Lee Negroni of Goodwin Procter.

MBA/MW President Phil Morse, CMB, is extremely pleased with the support of the campaign from association members. The association plans to continue the fundraising efforts into 2004 for this very worthwhile organization.



MBA/MW Chairman of the Board Phil Hummelt and Manna Director of Development Cathy Yi take a breather during a day of hard work.



MBA/MW Volunteers at June 14 Manna Build Day (from left to right) Margie Blanchard-Rice, Patty Widerman, Frank Donnelly, Madeline Johnson-Oler, CMB



Tracy Beer, Phil Morse and Steve Rozga busy at work on a Manna House

Silent Auction Raises \$1,100 for Manna

MBA/MW members got some great deals at MBA/MW's Silent Auction which benefitted Manna. The auction was held at the association's June Golf Outing. Nearly \$1,100 was raised, contributing to MBA/MW's fundraising campaign for Manna. Special thanks to Madeline Johnson-Oler, CMB, Chair of the Manna Fundraising Committee, for organizing the successful auction.

The MBA of Metropolitan Washington thanks the following companies and individuals for donating goods and services to Silent Auction:

Picnic Basket Complete with Silverware, Plates, Glasses, Napkins donated by Madeline Johnson-Oler and Triad Guaranty Insurance Corporation

Round of Golf for Four, including cart and Gift Basket donated by Pat Bowman, Wells Fargo Home Mortgage

One Dozen Gourmet Cookies and Cookie Jar donated by Bundles of Cookies located at 4930 Hampden Lane in Bethesda, MD

Four Tickets to the Orioles/Tampa Game donated by Barry Rollins, Principal Residential Mortgage

Tax Preparation Services — Business Statement and/or Consulting up to \$250 donated by Michael S. Oler, Cramer and Oler, LLC

Round of Golf for Four donated by Raspberry Falls Golf & Hunt Club

Round of Golf for Four donated by Whiskey Creek Golf Course

Summer Fun Gift Basket donated by Rose Silverstein and Radian Guaranty

\$150 Hay Adams Gift Certificate donated by Patty Widerman, BB&T Mortgage

Golf Bag donated by Suzanne Sonnergren, SunTrust Mortgage, Inc.

Four Tickets to a Maryland Men's Basketball Game donated by Kevin Kane, Column Financial, Inc.

Associate Showcase -- Law Firms --

Each issue of *The MBA/MW Connection* highlights a different segment of our associate members. This issue features several law firms. Additional law firms were featured in the previous issue of this publication. Remember that MBA/MW members are a valuable resource for industry information and business support.

Kirkpatrick & Lockhart, LLP

www.kl.com

Kirkpatrick & Lockhart LLP ("K&L") comprises approximately 700 lawyers in ten offices located throughout the United States. Its Mortgage Banking/Consumer Finance Group provides a comprehensive range of transactional, regulatory compliance, enforcement and litigation services to the lending and settlement service industry. We counsel clients engaged in all mortgage banking activities, including the origination, processing, underwriting, closing, funding, insuring, selling, and servicing of residential mortgage loans and consumer loans.

K&L's focus includes first- and subordinate-lien residential mortgage loans, open-end home equity loans, and other consumer loans. We also have experience in multi-family and commercial mortgage loans. Our practice includes traditional and e-commerce applications of current law governing the fields of banking and finance. Our clients include mortgage lenders and brokers, depository institutions, consumer finance companies, investment bankers, insurance companies, real estate agencies, homebuilders, broker-dealers, and venture capital funds.

State and federal regulatory compliance is an integral part of our practice. Our attorneys are experienced in federal and state laws affecting the banking and finance industry. We offer counseling services to assist clients with avoiding and defending administrative enforcement proceedings at the federal and state level and in consumer class actions involving lending issues. Our attorneys have a wide range of experience in mortgage industry transactions and securitizations.

For additional information, contact Phillip L. Schulman, phone: (202) 778-9027 pschulman@kl.com Washington, DC 20036

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With nearly 1,200 lawyers and 300 other professionals in 16 offices worldwide, Morgan Lewis ranks among the 10 largest US law firms and is well positioned to meet clients' critical legal needs. We are the only US law firm with close to 300 lawyers in each of the New York, Washington and Philadelphia offices, and we also have over 200 lawyers in California. We have the resources and expertise to handle the most complex transactional and litigation needs of the world's largest corporations.

Real Estate: The Real Estate Practice includes more than 80 professionals, including 60 lawyers, 19 of whom are partners. We represent major corporations, regional and national developers, institutional lenders (including several active lenders under the multifamily programs at Fannie Mae and Freddie Mac, and several commercial conduit lenders), investors, pension funds and advisers, real estate investment trusts, telecommunications providers, technology companies, retailers and agencies of the federal government. Our practice is national in scope, and we are well known for handling large-volume real estate transactions in multiple jurisdictions.

Financial Services and Mortgage Banking: We represent financial institutions and other providers of financial services on federal and state regulatory compliance matters, with special emphasis on residential and commercial mortgage lending, brokering, licensing and servicing issues. Our lawyers are experienced in the multifamily loan programs of Fannie Mae and Freddie Mac and defend mortgage bankers against challenges by private litigants and enforcement actions by state and federal regulators.

For additional information, contact: Gary Smuckler gsmuckler@morganlewis.com 202.739.5631

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Powell, Goldstein, Frazer & Murphy LLP is a general practice law firm with offices in Atlanta, Georgia, and Washington, D.C. Powell Goldstein's real estate finance attorneys provide services to developers, investors/owners, syndicators, local, regional, super-regional and national banks, investment banks, mortgage bankers, servicers, non-bank finance companies and mezzanine lenders and sureties.

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For additional information, contact: Ronald S. Gart, Esq. Real Estate Department Rgart@pgfm.com Washington, D.C. (202) 624-3944

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Reed Smith's Mortgage Banking Practice in Washington, D.C., and throughout the nation and the U.K., is one of the largest of its kind, providing legal support and advice to satisfy virtually every need of the mortgage banking industry. The practice is multi-disciplinary and interoffice in approach, and is designed to address our mortgage clients' needs in an expedited, efficient and comprehensive manner. Our expertise includes Organization and Licensing, Compliance/Regulation and Operation, Supervision and Enforcement, New Product Development and E-Commerce, Supervision and Enforcement, Servicing, Secondary Markets, Litigation and much more. Attorneys in the Mortgage Banking Practice regularly advise our clients regarding:

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For additional information, contact:

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202.414.9223

Lia Silva Grassi
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WBSK has a nationwide housing finance practice offering full service representation.

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For more information, contact us at (202) 628-2000 or [last name]@wbsk.com

Mitch Kider,
Litigation, Compliance & Transactions

Harvey Weiner
Compliance & Transactions

Jim Brodsky
Compliance & Transactions

Rich Andreano
Compliance & Transactions

Cynthia Gilman
Litigation

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Womble Carlyle Sandridge & Rice, PLLC is a full-service business law firm ranked among the 100 leading firms in the country and considered to be a top firm for companies doing business in the Southeast and Mid-Atlantic states. Commercial real estate lenders turn to Womble Carlyle for one-stop legal services, including structuring, documentation and closing of commercial loans involving all property types, loan servicing, work-outs and bankruptcy.

Founded in Winston-Salem, NC in 1876, Womble Carlyle operates in four states and the District of Columbia with more than 450 attorneys in nine offices located in Atlanta, GA; Greenville, SC; Charlotte, Greensboro, Raleigh, Research Triangle Park and Winston-Salem, NC; Washington DC and Tysons Corner, VA.

For additional information, contact:
Elizabeth Lee
phone (202) 857-4437
elee@wcsr.com

MBA of America Awards Diversity Scholarships

— One Winner is from DC Metro Area

Earlier this year, the MBA of America announced the names of thirty-one professionals who were awarded Path to Diversity scholarships in 2003. Path to Diversity is a program co-sponsored by the Mortgage Bankers Association of America and Freddie Mac. It is designed to increase cultural diversity in the real estate finance industry.

The Path to Diversity program provides School of Mortgage Banking scholarships to minority professionals and supports the internship programs of participating member firms by offering MBA distance-learning courses to interns free of charge.

For professionals to be considered for a Path to Diversity scholarship, participating employers must submit scholarship applications to the Path to Diversity selection committee on behalf of their employees. The Path to Diversity committee selects scholarship recipients based on level of experience, education, letters of recommendation, industry tenure and a written essay.

The Mortgage Bankers Association of Metropolitan Washington congratulates Scott Willis of United Guaranty Residential Insurance Company as the only scholarship recipient from the Washington metropolitan area.

Since June, 2001, Scott has been the Director of Emerging Markets (NE Region) with AIG United Guaranty where he has been responsible for developing and managing the company's regional production strategy to expand insurable high LTV mortgage products to lenders serving immigrant, minority, and underserved populations.

Prior to joining AIG United Guaranty, he spent two years as Business Development Program Manager at the Empower Baltimore Management Corporation, where he oversaw the implementation of a \$20 million business development strategy which focused on a range of initiatives from land use planning for community based organizations (CBO's) to securing public sector commitments to capitalize a \$13 million loan fund that will

expand access to credit to emerging market businesses. Scott also worked as an economic development consultant focusing on central business district and inner city revitalization strategies. Prior to returning to graduate school, he was a management analyst in the workers' compensation insurance industry focusing on employer adjudication and premium non-compliance issues.

Scott earned a B.A. in Public Administration from Kentucky State University and Masters' degrees in Urban Planning and Public Policy from the State University of New York at Buffalo. In addition, Scott has completed Schools of Mortgage Banking I and II.

Applications are being accepted by the MBA of America for the 2004 Path to Diversity Scholarship Program. The application deadline is December 12, 2003. For additional information, visit the Path to Diversity web site at <http://www.mbaa.org/pathtodiversity> or contact the MBA of America at (202)557-2700.

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Membership Report

Meet our New Members

A. Anderson Scott Mortgage Group is a residential mortgage banking company headquartered in Rockville, Maryland. Branch offices are located in Silver Spring, Frederick and Falls Church. Their territory of operations is Maryland, DC and Virginia.

Key Contact:

Greg Nenna
51 Monroe Street, Suite 1901
Rockville, MD 20850
phone (301)424-7901
fax (301)424-7902
greg@aasmg.com
www.aandersonscott.com

Organized in 1939, **Columbia National Mortgage's** primary business is residential mortgage. They have 65 branch offices located throughout the Mid-Atlantic, Midwest and Northeastern United States.

Key Contact:

Bruce Meyers
Branch Manager
7920 Norfolk Avenue, Suite 510
Bethesda, MD 20814
phone (301)657-8100 x241
fax (301)718-7200
homeloans@columbianational.com
www.columbianational.com

Integra Realty Resources - Washington, DC's primary business is commercial real estate valuations. Organized in 1990, the company's territory of operations is the Washington DC MSA. The company has 48 affiliate offices located throughout the U.S.

Key Contact:

Patrick C. Kerr
Managing Director
11785 Beltsville Drive, Suite 150
Beltsville, MD 20705
phone (301)586-9320
fax (301)586-9322
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Key Contact:

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www.reedsmith.com

Village Mortgage Corporation is a residential and commercial lending company located in Maryland. Their territory of operations is Maryland, DC and Virginia.

Key Contact:

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New Member Sponsors

- Larry Grist, Guaranty Bank
- Steve Kaplan, Kirkpatrick & Lockhart LLP
- Bill Lemmon, HSBC Mortgage Corp.
- Randy Mason, Radian Guaranty, Inc.
- Phil Morse, Reilly Mortgage Group
- Brian Mullen, Commercial Federal Mortgage Corp.
- Steve Rozga, Gimbert Associates
- Rose Silverstein, Radian Guaranty
- Patty Widerman, BB&T Mortgage

President's Message

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points, they then must pass both a written exam and oral interview.

Although these requirements can be demanding and time consuming, your Association has numerous CMB's who are available to sponsor and guide you through this process. I want to thank Madeline Johnson-Oler, CMB; Dick Juergens, CMB; Pat Casey, CMB; and Jim Maclin, CMB, among others, who helped this year's group of candidates obtain their designations. I would strongly

encourage each of you to give serious consideration to obtaining our industry's highest level of recognition. It will be a truly rewarding experience.

With interest rates on the rise and business returning to "normal" levels, it is an excellent time to consider increasing your involvement with the MBA/MW. Whether it be attending educational or social events, volunteering for one of our 15 committees, contributing to our Manna fundraising effort, soliciting new Associa-

tion members or becoming a CMB candidate, I encourage you to actively participate in our Association. Best wishes for a successful remainder of 2003 and beyond.

Philip D. Morse, CMB, is Vice President of Reilly Mortgage Group, Inc. and is MBA/MW's 2003 President.



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Register for MBA/MW's 2003 Loan Production Council Awards Program

— Nomination Deadline is January 12, 2004

Recognize your outstanding loan officers by participating in MBA/MW's Loan Production Council Awards Program. The program recognizes loan officers who demonstrate excellence in mortgage banking through production volume, continuing education, and professional ethics.

Silver, Gold, Platinum and Diamond Awards will be presented at the Installation Dinner and Awards Celebration on Saturday, February 7, 2004 at Westwood Country Club in Vienna, VA. Award winners will receive a personalized plaque, and will be highlighted in publications and media outlets that cater to realtors and consumers. In order to facilitate the reporting requirements for this year's awards program, production volume will be based on a calendar year, from January 1 – December 31, 2003.

Companies may nominate as many loan officers as qualify. Nominations must be made by the Senior Officer of the Loan Officer's employer. In order to qualify for an award, a loan officer must have produced a minimum volume of \$18 million from January 1 - December 31, 2003. In addition, the nominee must have attended at least one MBA/MW event during FY2003 and must have no unresolved ethics complaints against him/her.

The deadline to submit nominations is January 12, 2004. No nominations will be accepted after the deadline. Applications will be sent to members by email within the next several weeks. The application can also be downloaded from the association's web site at www.mbamw.org



MBA/MW Connection

MBA/MW Connection is published quarterly by the Mortgage Bankers Association of Metropolitan Washington for its members.

Articles and editorial contributions should be sent to:

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