

SATURDAY, SEPTEMBER 09, 2017	
8:30 AM	<b>Coffee Service</b>
8:30 AM – 8:45 AM	<b>Elevate Mortgage Summit – Welcome</b> Introduction: Gary Acosta, CEO & Co-Founder, NAHREP Danny Gardner, Vice President, Single-Family Affordable Lending & Access to Credit, Freddie Mac Brien McMahon, Executive Vice President & Chief Franchise Officer, Radian Guaranty
8:45 AM – 9:15 AM	<b>The Hispanic Market and NAHREP’s Best Business Opportunities for Lenders</b> Speaker: Gary Acosta, CEO & Co-Founder, NAHREP
9:15 AM – 9:55AM	<b>Go Big or Go Home – The Keys to Major Success</b> Speaker: Danny Morel, CEO, Intero Real Estate Service Southern California
9:55 AM – 10:35 AM	<b>Emotional Intelligence – Top Producers Mindset</b> Speaker: Kate Raetsch, VP, National Training, Radian Guaranty
10:35 AM – 10:50 AM	<b>Morning Break</b>
10:50 AM – 11:10 AM	<b>State of the Industry</b> Speaker: David Kittle, Vice Chairman & President, The Mortgage Collaborative
11:10 AM – 11:50 AM	<b>Getting the Most Out of Today’s Loan Products</b> Moderator: Marshall Gayden, SVP, National Sales & Account Management, Radian Guaranty  Panelists: Sam Luna, Single Family Affordable Lending Director, Freddie Mac Joe Weisbord, Director, Credit & Housing Access, Fannie Mae
11:50 AM – 12:20 PM	<b>Working Lunch</b> Grab n’ Go boxed lunch will be provided
12:20 PM – 1:00 PM	<b>Get the Business</b> <b>Prospecting – A metric driven approach</b> Introduction: Jerry Ascencio, Chairman, Hispanic Wealth Project Speaker: Rene Rodriguez, CEO, Volentum
1:00 PM – 1:40 PM	<b>Top Producers Top 250 Panel – A Day in the Life of a Top Producing MO</b> Moderator: Leo Pareja, 2017 National President, NAHREP  Panelists: Jesus Neri, Sales Manager, Alterra Home Loans Rick Sanchez, Private Mortgage Banker, Wells Fargo

<b>SATURDAY, SEPTEMBER 09, 2017 (continued)</b>	
1:40 PM – 2:20 PM	<p><b>Building Your Brand</b>            Speaker: Sue Woodard, Industry Executive and Speaker</p>
2:20 PM – 2:35 PM	<p><b>Afternoon Break</b></p>
2:35 PM – 3:20 PM	<p><b>Managing the Relationship</b>  <b>Client Management and Building Relationships with Agents - Top 250 Agent Panel</b>            Moderator: Sara Rodriguez, Principal, Ekko Title</p> <p>Panelists:            Carissa Acker, Owner, Real Estate By Design            Mark Dimas, Mark Dimas Properties, #1 Agent NAHREP Top 250            Jesselynn Rivera, Real Estate Associate Broker, Douglas Elliman            Alicia Treviño, CEO, Century 21 Alicia Trevino Realtors</p>
3:20 PM – 4:05 PM	<p><b>Major Producers – Taking Your Business to the Next Level</b>  <b>Mastermind Groups and Building a Team – Top Producer Panel</b>            Moderator: David Acosta, Principal, Keller Williams Realty David Acosta Real Estate Group</p> <p>Panelists:            Tom Ramirez, New American Funding, #2 Mortgage Originator NAHREP Top 250            Maria Salas, Mortgage Loan Officer, Texas Bank Mortgage Company            Alex Varela, PrimeLending, #1 Mortgage Originator NAHREP Top 250</p>
4:05 PM – 4:45 PM	<p><b>Accomplishing the Impossible</b>            Speaker: Daniel Rodriguez, Veteran and former NFL player</p>
5:00 PM – 7:00 PM	<p><b>Elevate Mortgage Summit Cocktail Reception</b>            Sponsored by: PrimeLending</p>
7:00 PM	<p><b>END</b></p>