

8:45 AM **Welcome**
Gary Acosta and Brien McMahon

1. The Hispanic Market and NAHREP's Best Business Opportunities for Lenders
Gary Acosta, Co-Founder & CEO, NAHREP
2. Emotional Intelligence – Top Producers Mindset
Kate Raetsch, VP National Training, Radian
3. Industry Trends

Getting the Most out of Today's Loan Products

4. Product Session with Radian, Fannie Mae and Freddie Mac – Mortgage Assure, Home Ready and Home Possible

11:30 AM **Working Lunch**

Getting the Business

5. Prospecting – A metric driven approach
Rene Rodriguez
6. Top Producers Top 250 Panel I – A day in the Life of a Top Producing MO
Moderator: Leo Pareja
7. Building your brand
Sue Woodard

Managing the Relationships

8. Client Management – More on Realtor Relationships – Top 250 Realtor Panel
Moderator: Sara Mendez
9. After Care and Database Management

Going Big – Taking Your Business to the Next Level

10. Top Producer Panel III – Mastermind Groups and Building a Team
Moderator: Juan Martinez
11. Achieving the Impossible
Daniel Rodriguez, Veteran and former NFL player