NYAMB's 39th Annual Conference & Tradeshow
Tuesday, October 27, 2026 - 10:00am – 5:30pm | Marina Del Rey, Bronx, NY

Welcome Address *10:00am-10:05am*
Speaker: Nicholas Castronova, NYAMB President & Conference Chair

Association & Legislative Updates: *10:00am-10:05am*
Speaker: Mark Favaloro, NYAMB Past President & Legislative Co-Chair

General Session A: Non-QM Expansion & Alternative Lending Strategies
10:20am – 10:40am
Speaker(s): AD Mortgage & Cake Mortgage

Brokers are leaning heavily into:
- Bank-statement loans
- DSCR
- Investor cash-flow
- Foreign national programs
- Expanded credit box products

Why it's hot: With traditional volume down, brokers need new revenue channels and wholesale lenders are aggressively competing in this space. "Join us for this high-impact session to learn how Non-QM, DSCR, bank-statement, and expanded-credit products can open new revenue channels and help you win business in a competitive New York market."

General Session B: Affordable Housing, Down-Payment Assistance & Community Lending
10:45am – 11:15am
Speaker: Darrelle Forde, Senior Vice President of Single Family Programs, SONYMA

New York's affordability crisis is pushing:
- State and municipal DPA programs
- CRA-aligned lending
- First-time buyer incentives

Why it's hot: Brokers who master these programs win market share in underserved communities. Join us for this high-value session to learn how New York's DPA, CRA-aligned lending, and first-time buyer programs can help you unlock new pipelines, expand your client base, and position your business as the go-to resource for today's affordability-driven market.

General Session C: Economic Forecast
11:20am – 11:40am
Speaker: United Wholesale Mortgage

General Session D: Hacked Without Being "Hacked": How AI & Social Engineering Are Beating Traditional Security

11:45am – 12:05am
Speaker: Al Alper, CEO, Absolute Logic

Cybercriminals no longer need to "hack" their way through your firewall to get what they want. Increasingly, they are using AI-powered impersonation, social engineering, phishing, deepfakes and information gathered from social media to manipulate people into opening the door for them.

In this fast-paced, practical session, Al Alper, cybersecurity and compliance expert, and CEO of Absolute Logic, will demonstrate how today's attacks are evolving, why even security-conscious businesses can be fooled, and what warning signs should immediately put you on alert. Attendees will see how criminals exploit trust, urgency, and familiarity—and learn simple, actionable ways to protect themselves, their employees, their clients and their businesses.

Throughout the session, Al will highlight specific BOLOs—"Be On the Lookout" warning signs—you can take back to your office and start using immediately.

General Session E: Wholesale Lender Differentiation & Broker Loyalty Programs — ***Speed Showcase Edition*** (UWM, Plaza, Pennymac, Cake, Dart Bank ,Ridgewood)

12:10pm – 12:40pm

Lenders are rolling out:

- Broker rewards
- Co-marketing
- Tech integrations
- Faster turn-times

Why it's hot: Brokers want to know which lenders are truly supporting their growth.

In a competitive market, brokers need lender partners who truly invest in their success. This session breaks down how today's top wholesalers are standing out through broker reward programs, co-marketing support, tech integrations, and faster turn times. You'll learn how to identify which lenders genuinely drive your growth, strengthen your client experience, and help you close more loans with less friction. If you want to build a smarter lender mix and maximize every partnership, this is a must-attend session for scaling your business.

This fast-paced "lender speed-dating" session is not a panel. This session will gives brokers a unique opportunity to hear directly from top wholesale lenders—each with just five minutes to pitch what truly sets them apart. From broker reward programs and co-marketing support to tech integrations and faster turn times, you'll get rapid-fire insights into which lenders are genuinely investing in broker success. This format lets you quickly compare value, identify new partnership opportunities, and build a smarter lender mix that drives growth. If you want to know who's really earning your business in today's competitive market, this is a must-attend session.

Exhibit Hall Open: Buffet Lunch/Annual Meeting & Industry Awards

12:45pm – 2:00pm

Enjoy a relaxed full hot buffet lunch with open bar as you explore the Exhibit Hall, connect with top wholesale lenders and industry partners, and discover new products, technology, and services designed to grow your business. This midday session also features our Annual Meeting and Industry Awards, where we recognize outstanding professionals and celebrate the achievements that strengthen New York's mortgage community. It's the perfect blend of networking, learning, and honoring excellence.

🎉 NEW for 2026 — Every Exhibitor Has a Golden Ticket! 🎉

This year, every mortgage broker who stops by an exhibitor's booth will receive a FREE raffle ticket for a chance to win major prizes — including a 2027 FREE NYAMB Membership, a 2027 FREE 11-Hour CE Class, and even a 75" Smart TV.

NYAMB will be giving away:

- 10 FREE 2027 Memberships
- 5 FREE 2027 11-Hour CE Classes
- 1 Grand Prize: a 75" Smart TV

All prizes will be awarded during our Raffle Hour Networking Reception from 4:15pm–5:30pm in the Exhibit Hall. It's the perfect reason for brokers to visit every booth, build new lender relationships, and stay for the most exciting hour of the day.

General Session F: The Million-Dollar Mistake: Why Deals Die on Credit

2:00am – 2:30pm
Speaker: Micah Smith

Your pipeline is bleeding at the credit pull. Too many deals die on credit. Branches are losing millions a year. Loan officers are losing thousands. Some, millions.
In 20 minutes, I'll give you the credit answers you never knew you were missing. Not because you're bad at your job. Because credit isn't your job. It's mine.
No theory. Just answers.

General Session G: Renovation Loans & Construction to Permanent

- *2:35pm – 3:05pm: Speaker: DCR, Deborah Robertson, Divisional Manager of Wholesale Production, Plaza Home Mortgage (Renovation Loans)*
- *3:10pm – 3:40pm: Speaker: (TBD)*

Why it's hot: Brokers who understand these products can dominate niche markets. With low inventory reshaping the market, renovation and construction lending has become one of the fastest-growing opportunities for brokers. This session shows you how to leverage renovation and construction-to-perm products to open new pipelines, win niche borrowers, and partner more effectively with real estate agents and contractors. Brokers who understand these programs can capture high-margin deals, stand out from competitors, and position themselves as specialists in a market hungry for creative financing solutions. This is a must-attend session for anyone looking to expand their product expertise and grow their business in today's inventory-constrained environment

General Session H: Commercial & Mixed-Use Lending for Residential Brokers

3:40pm – 4:10pm
Speaker: Richard Campbell, First VP, Emigrant Funding

More brokers are crossing into:

- Small-balance commercial
- Mixed-use
- Multifamily

Why it's hot: It's a natural expansion path with higher commissions. With more brokers expanding into small-balance commercial, mixed-use, and multifamily deals, this session shows you how to tap into one of the fastest-growing—and highest-commission—opportunities in the market. You'll learn how to identify

viable commercial borrowers, structure deals confidently, and partner with lenders who make these transactions smoother. For brokers looking to diversify revenue, stand out from competitors, and unlock new referral streams, this session is a powerful path to business growth.

Networking with your Piers in Exhibit Hall / Raffles, Food, Open Bar

4:15pm – 5:30pm

Wrap up the day with relaxed, high-value networking as you connect with fellow mortgage brokers, top wholesale lenders, and industry partners in the Exhibit Hall. Enjoy great food, an open bar, and your chance to win big during our Raffle Hour — including FREE 2027 memberships, CE classes, and the grand prize 75" Smart TV. This is the perfect mix of relationship-building and celebration, all happening right where the action is.