




# 37<sup>th</sup> Annual Regional Conference of Mortgage Banker Associations

## Attendee Brochure

Harrah's Resort & Convention Center  
Atlantic City, NJ



**April 19 - 23, 2020**

Residential  
April 21 - 23, 2020

Commercial Property  
April 19 - 21, 2020

## Who To Contact...

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**Conference  
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Attendee Registration)  
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dpassaretti@mbanj.com

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Event Director/Education  
Coordinator  
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dmaki@mbanj.com

## **2020 Regional Conference Of MBAs Attendee Brochure Information April 19 - 23, 2020 Harrah's Resort and Convention Center Atlantic City, NJ**

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**Sponsorship and Advertising  
Opportunities Available  
Visit [www.mbanj.com](http://www.mbanj.com)**

Benefits of Conference Sponsorship:  
Reach Mortgage-related industry professionals including senior level executives and business owners from 25 states and Washington, D.C. who attend the conference. Enhances your corporate image through marketing to a target audience. Guarantees exposure before, during and after the conference.



## Residential Lending Conference Preliminary Program

**Tuesday, April 21, 2020**

3:00 p.m. - 5:30 p.m.  
Reserved for Additional Panel

7:00 p.m. - 9:00 p.m.  
Opening Residential Networking Cocktail Reception in the Exhibit Hall

**Wednesday, April 22, 2020**

7:15 a.m. - 8:15 a.m.  
Continental Breakfast

8:15 a.m.  
General Session

8:15 a.m. - 8:30 a.m.  
Welcome and Comments

8:30 a.m. - 9:30 a.m.  
Panel

9:30 a.m. - 10:30 a.m.  
Industry Leaders Panel

10:30 a.m. - 11:30 a.m.  
Panel

11:30 a.m. - 12:00 p.m.  
Panel

12:00 p.m. - 12:45 p.m.  
Keynote Speaker

12:30 p.m. - 5:30 p.m.  
Residential Exhibit Hall Open

12:45 p.m. - 2:15 p.m.  
Lunch in the Residential Exhibit Hall

2:15 p.m. - 3:15 p.m.  
Session

3:15 p.m. - 4:15 p.m.  
Session

7:00 p.m. - 9:00 p.m.  
Networking Cocktail Reception  
at Harrah's Pool

**Thursday, April 23, 2020**

9:00 a.m. - 12:00 p.m.  
Seminar

Conference Ends 1:30 p.m.

# Residential Attendee Registration Form

To register for the Conference, please complete this form and return it with a check made payable to: MBA-NJ, 1460 US Highway 9 North, Suite 301, Woodbridge, NJ 07095. Or Fax this form with your Credit Card Information to Fax: 800-905-8337. Phone: 908-852-2498, 732-596-1619. Web: www.mbanj.com. Photocopies are acceptable. Please check the appropriate category on this form and submit the completed form with your check for the appropriate amount, made payable to: MBA-NJ.

**Hotel Reservations** — Hotel rooms are NOT included in the Conference registration fee. Upon receipt by the MBA-NJ of your completed registration form and fee, you will be sent a conference registration confirmation letter, via e-mail, which will include instruction for obtaining a room. Rooms are provided on a first-come, first-served basis; you are not guaranteed a room. Returned Checks — A \$30 fee will be charged for returned checks.

**Refunds for cancellation of Conference registration** will be made only upon written request, minus a \$25 administrative fee, through 3/1/20. There will be no refunds after 3/1/20.

**Cancellation of Conference** — The Conference may be changed or cancelled at the sponsors' option if circumstances require.

**Contributions or Gifts to the MBA-NJ** are not tax deductible as charitable contributions. They may be tax deductible as ordinary and necessary business expenses.

\* Registration fees for Spouse Social entitles Spouse/Significant other to participate in the Spouse/Significant Other Programs, Conference Social Functions and the Exhibit Hall. If you wish your Spouse/Significant Other to participate in the General Session and Breakout Sessions, you must pay the full registration fee for him or her.

☐ Please check here if you require special accommodations to fully participate.

Attach a written description of your needs.

**Paperwork must be received with payment in order to be processed.  
Phone registrations are not accepted.**

## RESIDENTIAL REGISTRATION INCLUDES:

- Tuesday Evening Cocktail Reception
- Wednesday General Session and Panels
- Wednesday Afternoon in the Exhibit Hall with Lunch
- Wednesday Evening Cocktail Reception
- Thursday Panels

Residential Individual Registration - April 21 - 23, 2020			
	**Member	Non-Member	Spouse Social*
On or Before 3/1/20	<input type="checkbox"/> \$385.00	<input type="checkbox"/> \$445.00	<input type="checkbox"/> \$165.00
After 3/1/20	<input type="checkbox"/> \$425.00	<input type="checkbox"/> \$485.00	<input type="checkbox"/> \$175.00
On-Site	<input type="checkbox"/> \$485.00	<input type="checkbox"/> \$585.00	<input type="checkbox"/> \$195.00

Please type or print legibly (Fill out ONE registration form per person)

Name\_\_\_\_\_

Nickname\_\_\_\_\_

Company\_\_\_\_\_

\*\*Member of the MBA of \_\_\_\_\_

(You must be a member of one of the cosponsoring MBA's or participating associations in order to register using the member fee.)

- |  |   |  |  |
|--|---|--|--|
| <input type="checkbox"/> New Jersey                              | <input type="checkbox"/> Empire State         | <input type="checkbox"/> Pennsylvania              | <input type="checkbox"/> Maryland      |
| <input type="checkbox"/> New Jersey Assoc. of Mortgage Brokers   | <input type="checkbox"/> Central New York     | <input type="checkbox"/> Northeast Pennsylvania    | <input type="checkbox"/> New Hampshire |
| <input type="checkbox"/> Pennsylvania Assoc. of Mortgage Brokers | <input type="checkbox"/> Northeast New York   | <input type="checkbox"/> Northwestern Pennsylvania | <input type="checkbox"/> Rhode Island  |
| <input type="checkbox"/> New York                                | <input type="checkbox"/> Genesee Region       | <input type="checkbox"/> Southwestern Pennsylvania | <input type="checkbox"/> Massachusetts |
|  | <input type="checkbox"/> Central Pennsylvania | <input type="checkbox"/> Connecticut               |  |
|  | <input type="checkbox"/> Greater Philadelphia | <input type="checkbox"/> Metropolitan Washington   |  |

Street\_\_\_\_\_

City\_\_\_\_\_ State/Zip\_\_\_\_\_

Phone\_\_\_\_\_ Fax\_\_\_\_\_ E-mail\_\_\_\_\_

Spouse/Significant Other:

Last Name\_\_\_\_\_ First/Nickname\_\_\_\_\_

Total Enclosed \$\_\_\_\_\_

## Payment Method:

☐ Check (made payable to MBA-NJ)

Credit Card: ☐ VISA ☐ MASTERCARD ☐ AMERICAN EXPRESS

**WE ACCEPT VISA, MASTERCARD AND AMERICAN EXPRESS CHARGE CARDS.**

\_\_\_\_\_  
Name on card

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Card Number

\_\_\_\_\_  
3-4 digit V-code

\_\_\_\_\_  
Expiration MM/YYYY

\_\_\_\_\_  
Billing Address (If different from above)

# Residential Exhibit Hall Only Registration Form

## This Form Provides For Admission To The Exhibit Hall On Wednesday, April 22, 2020

To register for the Conference, please complete this form and return it with a check made payable to: MBA-NJ, 1460 US Highway 9 North, Suite 301, Woodbridge, NJ 07095. Or Fax this form with your Credit Card Information to Fax: 800-905-8337. Phone: 732-596-1619. Web: www.mbanj.com. Photocopies are acceptable. Please check the appropriate category on this form and submit the completed form with your check for the appropriate amount, made payable to: MBA-NJ.

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**Cancellation of Conference** — The Conference may be changed or cancelled at the sponsors' option if circumstances require.

**Contributions or Gifts to the MBA-NJ** are not tax deductible as charitable contributions. They may be tax deductible as ordinary and necessary business expenses.

\* Registration fees for Spouse Social entitles Spouse/Significant other to participate in the Spouse/Significant Other Programs, Conference Social Functions and the Exhibit Hall. If you wish your Spouse/Significant Other to participate in the General Session and Breakout Sessions, you must pay the full registration fee for him or her.

☐ Please check here if you require special accommodations to fully participate.

Attach a written description of your needs.

**Paperwork must be received with payment in order to be processed.  
Phone registrations are not accepted.**

### Wednesday Exhibit Hall Only Registration WITH LUNCH

**Per Person**

**Includes Entrance to the Exhibit Hall Only Wednesday, April 22, 2020 with Lunch**

	<b>**Member</b>	<b>Non-Member</b>
On or Before 3/1/20	<input type="checkbox"/> \$45.00	<input type="checkbox"/> \$65.00
After 3/1/20	<input type="checkbox"/> \$55.00	<input type="checkbox"/> \$75.00
On-Site	<input type="checkbox"/> \$65.00	<input type="checkbox"/> \$85.00

### Wednesday Exhibit Hall Only Registration WITHOUT LUNCH

**Per Person**

**Includes Entrance to the Exhibit Hall Only Wednesday, April 22, 2020**

	<b>**Member</b>	<b>Non-Member</b>
On or Before 3/1/20	<input type="checkbox"/> \$25.00	<input type="checkbox"/> \$45.00
After 3/1/20	<input type="checkbox"/> \$35.00	<input type="checkbox"/> \$55.00
On-Site	<input type="checkbox"/> \$45.00	<input type="checkbox"/> \$65.00

**Please type or print legibly (Fill out ONE registration form per person)**

Name \_\_\_\_\_

Nickname \_\_\_\_\_

Company \_\_\_\_\_

\*\*Member of the MBA of \_\_\_\_\_

(You must be a member of one of the cosponsoring MBA's or participating associations in order to register using the member fee.)

- |  |   |  |  |
|--|---|--|--|
| <input type="checkbox"/> New Jersey                              | <input type="checkbox"/> Empire State         | <input type="checkbox"/> Pennsylvania              | <input type="checkbox"/> Maryland      |
| <input type="checkbox"/> New Jersey Assoc. of Mortgage Brokers   | <input type="checkbox"/> Central New York     | <input type="checkbox"/> Northeast Pennsylvania    | <input type="checkbox"/> New Hampshire |
| <input type="checkbox"/> Pennsylvania Assoc. of Mortgage Brokers | <input type="checkbox"/> Northeast New York   | <input type="checkbox"/> Northwestern Pennsylvania | <input type="checkbox"/> Rhode Island  |
| <input type="checkbox"/> New York                                | <input type="checkbox"/> Genesee Region       | <input type="checkbox"/> Southwestern Pennsylvania | <input type="checkbox"/> Massachusetts |
|  | <input type="checkbox"/> Central Pennsylvania | <input type="checkbox"/> Connecticut               |  |
|  | <input type="checkbox"/> Greater Philadelphia | <input type="checkbox"/> Metropolitan Washington   |  |

Street \_\_\_\_\_

City \_\_\_\_\_ State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

(please provide to receive confirmations via email)

- ☐ Yes, I wish to receive emails from the MBA-NJ/NJAMB/PAMB/Academy about special events
- ☐ No, I do not wish to receive emails from the MBA-NJ/NJAMB/PAMB/Academy

**Total Enclosed/To Be Charged \$** \_\_\_\_\_

**Payment Method:**

☐ Check (made payable to MBA-NJ)

Credit Card: ☐ VISA ☐ MASTERCARD ☐ AMERICAN EXPRESS

**WE ACCEPT VISA, MASTERCARD AND AMERICAN EXPRESS CHARGE CARDS.**

Name on card \_\_\_\_\_ Signature \_\_\_\_\_

Card Number \_\_\_\_\_ 3-4 digit V-code \_\_\_\_\_ Expiration \_\_\_\_\_ MM/YYYY

Billing Address (If different from above) \_\_\_\_\_

## Commercial Lending Conference Preliminary Program

Sunday, April 19, 2020

7:00 p.m. - 9:00 p.m.  
Opening Commercial  
Networking Cocktail Reception

Monday, April 20, 2020

9:00 a.m. - 9:15 a.m.  
Welcome/Introductions

9:15 a.m. - 10:30 a.m.  
Panel

10:45 a.m. - 12:00 p.m.  
Panel

12:30 p.m. - 1:30 p.m.  
Panel

1:30 p.m. - 2:30 p.m.  
Panel

2:30 p.m. - 3:30 p.m.  
Panel

6:00 p.m. - 8:00 p.m.  
Networking Cocktail Reception

Tuesday, April 21, 2020

9:00 a.m. - 10:00 a.m.  
Session

10:15 a.m. - 12:00 p.m.  
Traditional Lenders' Panel

12:00 p.m. - 2:00 p.m.  
Commercial Property Exhibit Hall with Lunch

1:00 p.m. - 2:00 p.m.  
Lunch in the Exhibit Hall

2:00 p.m.  
Commercial Conference Ends

Thank You Sponsors



Media



# Commercial Registration Form

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☐ Please check here if you require special accommodations to fully participate.

Attach a written description of your needs.

**Paperwork must be received with payment in order to be processed.  
Phone registrations are not accepted.**

## COMMERCIAL PROPERTY REGISTRATION INCLUDES:

- Sunday Evening Cocktail Reception
- Monday General Session and Panels
- Monday Luncheon
- Monday Evening Cocktail Reception in the Commercial Exhibit Hall
- Tuesday Panels
- Tuesday Afternoon in the Exhibit Hall with Lunch
- Tuesday Evening Cocktail Reception

Commercial Property Individual Registration - April 19 - 21, 2020			
	**Member	Non-Member	Spouse Social*
On or Before 3/1/20	<input type="checkbox"/> \$195.00	<input type="checkbox"/> \$235.00	<input type="checkbox"/> \$125.00
After 3/1/20	<input type="checkbox"/> \$235.00	<input type="checkbox"/> \$275.00	<input type="checkbox"/> \$145.00
On-Site	<input type="checkbox"/> \$325.00	<input type="checkbox"/> \$345.00	<input type="checkbox"/> \$165.00

Please type or print legibly (Fill out ONE registration form per person)

Name \_\_\_\_\_

Nickname \_\_\_\_\_

Company \_\_\_\_\_

\*\*Member of the MBA of \_\_\_\_\_

(You must be a member of one of the cosponsoring MBA's or participating associations in order to register using the member fee.)

- |  |   |  |  |
|--|---|--|--|
| <input type="checkbox"/> New Jersey                              | <input type="checkbox"/> Empire State         | <input type="checkbox"/> Pennsylvania              | <input type="checkbox"/> Maryland      |
| <input type="checkbox"/> New Jersey Assoc. of Mortgage Brokers   | <input type="checkbox"/> Central New York     | <input type="checkbox"/> Northeast Pennsylvania    | <input type="checkbox"/> New Hampshire |
| <input type="checkbox"/> Pennsylvania Assoc. of Mortgage Brokers | <input type="checkbox"/> Northeast New York   | <input type="checkbox"/> Northwestern Pennsylvania | <input type="checkbox"/> Rhode Island  |
| <input type="checkbox"/> New York                                | <input type="checkbox"/> Genesee Region       | <input type="checkbox"/> Southwestern Pennsylvania | <input type="checkbox"/> Massachusetts |
|  | <input type="checkbox"/> Central Pennsylvania | <input type="checkbox"/> Connecticut               |  |
|  | <input type="checkbox"/> Greater Philadelphia | <input type="checkbox"/> Metropolitan Washington   |  |

Street \_\_\_\_\_

City \_\_\_\_\_ State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

Spouse/Significant Other:

Last Name \_\_\_\_\_ First/Nickname \_\_\_\_\_

Total Enclosed \$ \_\_\_\_\_

## Payment Method:

☐ Check (made payable to MBA-NJ)

Credit Card: ☐ VISA ☐ MASTERCARD ☐ AMERICAN EXPRESS

**WE ACCEPT VISA, MASTERCARD AND AMERICAN EXPRESS CHARGE CARDS.**

\_\_\_\_\_  
Name on card

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Card Number

\_\_\_\_\_  
3-4 digit V-code

\_\_\_\_\_  
Expiration

\_\_\_\_\_  
MM/YYYY

\_\_\_\_\_  
Billing Address (If different from above)

# Combination Residential/Commercial Registration Form

To register for the Conference, please complete this form and return it with a check made payable to: MBA-NJ, 1460 US Highway 9 North, Suite 301, Woodbridge, NJ 07095. Or Fax this form with your Credit Card Information to Fax: 800-905-8337. Phone: 732-596-1619. Web: www.mbanj.com. Photocopies are acceptable. Please check the appropriate category on this form and submit the completed form with your check for the appropriate amount, made payable to: MBA-NJ.

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**Cancellation of Conference** — The Conference may be changed or cancelled at the sponsors' option if circumstances require.

**Contributions or Gifts to the MBA-NJ** are not tax deductible as charitable contributions. They may be tax deductible as ordinary and necessary business expenses.

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☐ Please check here if you require special accommodations to fully participate.

Attach a written description of your needs.

**Paperwork must be received with payment in order to be processed.  
Phone registrations are not accepted.**

## COMBINED REGISTRATION INCLUDES:

- Sunday Evening Cocktail Reception
- Monday General Session and Panels
- Monday Luncheon
- Monday Evening Cocktail Reception in the Commercial Exhibit Hall
- Tuesday Panels
- Tuesday Afternoon in the Exhibit Hall with Lunch (Commercial)
- Tuesday Evening Cocktail Reception
- Wednesday General Session and Panels
- Wednesday Afternoon in the Exhibit Hall with Lunch
- Wednesday Evening Cocktail Reception
- Thursday Panels

Combined (Commercial Property/Residential) Individual Registration - April 19 - 23, 2020			
	**Member	Non-Member	Spouse Social*
On or Before 3/1/20	<input type="checkbox"/> \$495.00	<input type="checkbox"/> \$595.00	<input type="checkbox"/> \$215.00
After 3/1/20	<input type="checkbox"/> \$695.00	<input type="checkbox"/> \$865.00	<input type="checkbox"/> \$225.00
On-Site	<input type="checkbox"/> \$795.00	<input type="checkbox"/> \$965.00	<input type="checkbox"/> \$275.00

Please type or print legibly (Fill out ONE registration form per person)

Name \_\_\_\_\_

Nickname \_\_\_\_\_

Company \_\_\_\_\_

\*\*Member of the MBA of \_\_\_\_\_

(You must be a member of one of the cosponsoring MBA's or participating associations in order to register using the member fee.)

- |  |   |  |  |
|--|---|--|--|
| <input type="checkbox"/> New Jersey                              | <input type="checkbox"/> Empire State         | <input type="checkbox"/> Pennsylvania              | <input type="checkbox"/> Maryland      |
| <input type="checkbox"/> New Jersey Assoc. of Mortgage Brokers   | <input type="checkbox"/> Central New York     | <input type="checkbox"/> Northeast Pennsylvania    | <input type="checkbox"/> New Hampshire |
| <input type="checkbox"/> Pennsylvania Assoc. of Mortgage Brokers | <input type="checkbox"/> Northeast New York   | <input type="checkbox"/> Northwestern Pennsylvania | <input type="checkbox"/> Rhode Island  |
| <input type="checkbox"/> New York                                | <input type="checkbox"/> Genesee Region       | <input type="checkbox"/> Southwestern Pennsylvania | <input type="checkbox"/> Massachusetts |
|  | <input type="checkbox"/> Central Pennsylvania | <input type="checkbox"/> Connecticut               |  |
|  | <input type="checkbox"/> Greater Philadelphia | <input type="checkbox"/> Metropolitan Washington   |  |

Street \_\_\_\_\_

City \_\_\_\_\_ State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

Spouse/Significant Other:

Last Name \_\_\_\_\_ First/Nickname \_\_\_\_\_

Total Enclosed \$ \_\_\_\_\_

## Payment Method:

☐ Check (made payable to MBA-NJ)

Credit Card: ☐ VISA ☐ MASTERCARD ☐ AMERICAN EXPRESS

**WE ACCEPT VISA, MASTERCARD AND AMERICAN EXPRESS CHARGE CARDS.**

Name on card \_\_\_\_\_

Signature \_\_\_\_\_

Card Number \_\_\_\_\_

3-4 digit V-code \_\_\_\_\_

Expiration \_\_\_\_\_

MM/YYYY \_\_\_\_\_

Billing Address (If different from above) \_\_\_\_\_