

Private Mortgage Financing

Keynote Speaker:

Dana Johnson, Chief Economist, Comerica Bank

Commercial Loans: Foreclosing Under Article 9

Foreclosure Liability: Forming LLC's to Take Title

Legal, Legislative and Regulatory Review, Part II

DOC, DRE and Senate Banking: The SAFE ACT

Commercial Hazard Insurance: 7 Common Problems

Residential 1-4 Family Review, New Laws, + Update

Thursday Evening: Networking/Cocktail Hour

Friday Afternoon: Wine and Cheese Networking

Los Angeles

Join Us February 4 - 5, 2010



Winter Seminar



California Mortgage Association

www.californiamortgageassociation.com

General Information

The CMA Winter Seminar will be held February 4 and 5, in Los Angeles, CA at the Westin Los Angeles Airport, 5400 West Century Blvd, Los Angeles, CA 90045. For room reservations, call the hotel at (866) 716-8132 or (310) 216-5858 and ask for the California Mortgage Association room rate. (Room rate is \$129.00 Single/Double) Self Parking is \$18 per night, Valet – \$28 per night. Cut-off date for reservations is January 8, 2010.

Seminar Fees

Full registration includes all seminar events, materials, Thursday cocktail /networking reception, Friday lunch, and Friday wine and cheese networking event.

	Registration Received On or Before Jan. 27, 2010	Registration Received From Jan. 28, 2010 to Date of Seminar
CMA Regular Member (level 1, level 2, or level 3)	\$285	\$325
Additional Attendee Same Company*	\$180	\$220
Educational Member	\$285	\$325
Non-Member	\$485	\$525

* Additional employee-same company category applies only to employees of level 1, 2, or 3 members.

REFUND POLICY: Cancellations received on or before January 27, 2010 will receive a credit toward a future seminar. Cancellations not received in writing by January 27, 2010 will not receive any refund or credit.

CMA DISCLAIMER STATEMENT: Views, statements, information and materials handed out at CMA seminars do not necessarily reflect the views of the California Mortgage Association, it's Officers, Directors, or Members. When considering any document, opinion, publication, or other material obtained at or from CMA or from any CMA event, attendees and recipients of the information are advised to seek qualified counsel as to the suitability of that material or information for their own business operation or use.

MISCELLANEOUS: Please wear name badges to all functions. Tickets are required for various events. Please be courteous of others and put cell phones on silent mode.

Book Your
Hotel Now!

Program and Speakers are subject to change without notice.

IMPORTANT:
This seminar covers part two of the annual legal, legislative and regulatory review.
(Part one was covered in October at our Las Vegas seminar.)

Thursday, February 4, 2010

7:30am – 5:00pm
8:00am – 10:00am
10:00am – 6:00pm

Seminar Registration
Exhibitor Set Up
Exhibitor Fair Open

Special “MEMBERS ONLY” Sessions

CMA Focus Group Sessions are open exclusively to CMA members. Please register to attend one or both sessions by using the seminar registration form.

8:00am – 10:00am

One to Four Family Loans * MASSIVE Review

Phil Adleson, CMA General Counsel; Dennis Doss, Attorney, Dosslaw; Richard C. Temme, President, R.C. Temme Corp; and Lori Randich, Vice President, Redwood Mortgage
New laws and regs? They just keep coming. Are you clear on everything? Of course not! This comprehensive session will cover the alphabet soup of regs., old and new, to help you make sense of it all. You'll be provided with **take-home comparison charts** for the various regs. which you can refer to, over and over. We'll address burning questions, such as, "What is a 'consumer' loan?" Submit questions in advance to joseph@camgmt.com. Most of the **new regs. are already in effect**, so don't miss this!

SAFE ACT NOTICE: To continue originating 1-4 family, you'll need to pass both Federal and State exams, which are heavily based on residential laws and regs. Where this is not an exam prep session, it may help you brush up items that could show up on the exam.

10:00am – 12:00noon

Commercial Lending Focus Group: Article 9, Foreclosing on Other Assets

Glenn Goldan, President, ReProp Financial; and other selected panelists
Glenn and panelists will cover pros and cons of UCC Article 9 foreclosures, evaluating debtor and creditor positions, lien searches, private and public sales, debt or surpluses / deficiencies, and numerous other critical issues. Whether the value of the commercial real property has diminished or not, a proper foreclosure of other assets could add greatly to your ability to sell or lease out the real property, while further increasing borrower incentive to repay the loan.

1:00pm – 6:00pm Thursday and All Day Friday are Open to All Attendees

1:00pm – 2:45pm

Keynote Speaker: Dana Johnson, Chief Economist for Comerica Bank
Receiving RAVE REVIEWS for his presentation at our January 2008 Los Angeles seminar, Dana Johnson will update us on where we are and where it appears we're going. Economy in general? Commercial values? Residential housing and the shadow inventory? Employment trends, nationwide and in California? Now more than ever, economic trends factor heavily into our underwriting, loan servicing and general business decisions.

2:45pm – 3:15pm

30 minute break

3:15pm – 5:00pm

Legal, Legislative and Regulatory Update, Part Two:

Phil Adleson, CMA General Counsel; and Mike Belote, CMA Legislative Advocate
Analysis of Federal State and Reg changes that impact our businesses. You'll receive well articulated summaries of the issues, as well as a clear workbook to follow. This continues the coverage that we began at the October, Las Vegas seminar, and will include a recap of some of that material, as well as practical ideas for application and suggestions for compliance.

5:00pm – 6:00pm

Cocktail Hour/Networking Reception, sponsored by SBS Trust Deed Network



Friday, February 5, 2010

Open to All Attendees

- 7:30am – 8:30am** **Continental Breakfast in Exhibitor Area**
- 7:30am – 4:30pm** **Registration**
- 7:30am – 2:00pm** **Exhibitor Fair Open**
- 8:30am – 10:00am** **Forming LLC's to Hold Title to Foreclosed Property- DANGER!, Continued**
Katherine M. Windler, Attorney, Bryan Cave LLC; Moderated by Ron Bedell, President, Pacific Horizon Financial
- At our October seminar, this topic drew tremendous interest, with numerous requests for further coverage.**
- Forming LLC's to acquire title to defaulted collateral may reduce or eliminate some liability and at the same time create larger risks! Trust deed investment "fiascos" and the resulting investor complaints are causing regulators like the SEC to tighten up. In both audits and enforcement actions, they're reining in on fund managers, pool managers, issuers of exempt offerings and brokers
- Problem loans we've got. We don't need violations of the real estate law, securities law, or the penal code. Attend this session and hear from advocates and opponents of the formation of LLCs in acquiring title and winding down fractional interest loans.
- 10:00am – 10:30am** **30 minute break**
- 10:30am – 11:00am** **Forming LLC's to Hold Title, Continued**
- 11:00am – 12:00pm** **Dept. of Real Estate, Dept. of Corporations Update: The SAFE ACT**
Eileen Newhall, Staff Director, Senate Banking, Finance and Insurance Committee; Louisa A. Broudy, Deputy Commissioner, California Dept. of Corporations; and Larry Cannon, Deputy Commissioner, California Dept. of Real Estate
To continue originating 1-4 family loans after 7-31-10 (CFLs) and 12-31-10 (DRE licensees), you must obtain a SAFE Act-compliant license (CFLs) or license endorsement (DRE licensees) and a national loan originator ID #. You can ALREADY take the national part of the licensing exam, which isn't easy, and begin meeting your requirements. Hear more details from DRE, DOC, and Senate Committee staff. They'll present the basics of compliance with the SAFE Act, and provide a "macro" view of the law.
- 12:00 pm – 1:30pm** **Luncheon and General Business Meeting**
- 1:30pm – 2:45pm** **The 7 Worst Commercial HAZARD Insurance Problems – and How to Prevent Them.**
John Graziano, President, Bay Sierra Funding Corp; and selected panelists
Finding out what's not covered is ok – BEFORE there's a loss, or in many cases, before you fund the loan. From his lengthy background in commercial lending and banking, John will share with you many critical points. Find out simple changes you can make, and coverages or endorsements you can require that could save you hundreds of thousands of dollars. You'll be reading, reviewing and changing commercial insurance coverage after this session.
- 2:45pm – 3:00pm** **15 minute break**
- 3:00pm – 4:00pm** **Legal, Legislative and Regulatory Review, cont'd**
- 4:00pm – 5:30pm** **Moderated Networking - Get Introduced!**
Who DON'T you know at CMA? Here's your chance to get introduced, make connections, get questions from the day answered, and NETWORK. Wine, beer and munchies will be served. Moderators will be on hand to introduce people, keep the room moving and help you get your questions answered. Don't miss this!
- 5:30pm** **Seminar Concludes**

CMA Winter Seminar

February 4 - 5, 2010 • Los Angeles

3 easy ways to register!

- 1. Complete and mail this form** **2. Complete and fax this form** **3. Register online at www.californiamortgageassociation.com**

Registration Form

Educational Seminar

(Fees are per person and include all functions unless indicated.)

	Registration Received On or Before Jan. 27, 2010	Registration Received from Jan. 28, 2010 to Date of Seminar
CMA Regular Member (level 1, level 2 or level 3)	\$285	\$325
Additional Attendee Same Company*	\$180	\$220
Educational Member	\$285	\$325
Non-Member	\$485	\$525
REGISTRATION TOTAL	\$ _____	\$ _____
VOLUNTARY PAC CONTRIBUTION	\$ <u> 20</u>	\$ <u> 20</u>
TOTAL ENCLOSED	\$ _____	\$ _____

* Additional employee-same company category applies only to employees of level 1, 2, or 3 members.

There will be two focus group meetings held in conjunction with the Winter Seminar.

Please note which focus group meeting(s) you will attend.

Attendee Name(s): _____

- Session 1 (8am-10:00am) Session 2 (10:00am - 12noon)

Attendee Name(s): _____

- Session 1 (8am-10:00am) Session 2 (10:00am - 12noon)

- Check this box if you wish to opt out of any mailings from, or having your mailing address provided to, the sponsors/exhibitors at the event.

If you leave this box unchecked, your mailing information may be provided to the various sponsors/exhibitors of this event.

Focus Group Sessions (8am to 12:00 noon on Thursday) are open only to CMA Members.

***Advance registration is recommended. Call to confirm space availability**

PLEASE CHECK ALL APPLICABLE BOXES

Company: _____

Address: _____

City/State/Zip: _____

Phone: _____

Fax: _____

E-mail: _____

Payment Options

- Check enclosed (payable to California Mortgage Association)
- Please charge my:
 - Visa MasterCard

Account Number: _____

Expiration Date: _____

Name on Card: _____

Signature: _____

Billing Address: _____

- Please contact me about sponsorship/ advertising opportunities

Please mail (with payment) or fax this form to:

California Mortgage Association
 2520 Venture Oaks Way, Suite 150 • Sacramento, CA 95833
 916-239-4080 - phone • 916-924-7323 - fax

www.californiamortgageassociation.com

Who You'll Meet:



Brokers

Lenders

Securitizers

Investors

Borrowers

Attorneys

Consultants

Service Providers
to Our Industry

All who understand our business.

About CMA

The **California Mortgage Association (CMA)**, is the largest independent professional organization providing education, legislative advocacy, and networking opportunities to mortgage brokers and lenders engaged in making real estate loans with “private money” or other “non institutional” funds. CMA provides some of the most comprehensive educational seminars available in the mortgage lending field.

For more about CMA, visit www.cmabrokers.org or call CMA at (916) 239-4080.

Receive Notification About Future CMA Events

Visit www.cmabrokers.org

On the right side of the home page, under “Upcoming Seminars”, you can enter your e-mail address and receive notification of our future seminars and events.

Or call CMA at **(916) 239-4080**

www.cmabrokers.org



California Mortgage Association
2520 Venture Oaks Way, Suite 150 • Sacramento, CA 95833

www.cmabrokers.org



Winter Seminar