



# SPRING CONFERENCE

**OCTOBER 8-10, 2025**

MONTEREY PLAZA HOTEL & SPA



FEATURING KEYNOTE SPEAKER  
**DR. CHRISTOPHER THORNBURG**  
BEACON ECONOMICS

Register Online at [www.CaliforniaMortgageAssociation.com](http://www.CaliforniaMortgageAssociation.com)

# GENERAL INFORMATION

## LOCATION:

The CMA Fall Conference will be held October 8-10, 2025 at the Monterey Plaza Hotel & Spa, located at 400 Cannery Row, Monterey, CA 93940. For room reservations, call the hotel at (877) 862-7552. Ask for the "CMA 2025 Fall Conference" rate. (Room rate is \$369 per night Single/Double) through September 5, 2025 or until sold out.

## CONFERENCE FEES:

Full registration includes seminar events, materials, cocktail/networking receptions and Thursday lunch.

	Registration received on or before September 25, 2025	Registration received from September 26, 2025 to date of seminar
CMA Member	\$495	\$595
Additional Attendee Same Company	\$395	\$495
Non-Member	\$695	\$795
Guest for Wednesday Night Mixer	\$ 50	\$ 50
Registration Total	\$ _____	\$ _____
PAC Raffle Tickets (voluntary; \$20 or more)	\$ _____	\$ _____
<b>TOTAL ENCLOSED</b>	<b>\$ _____</b>	<b>\$ _____</b>

## REFUND POLICY:

Cancellations received in writing on or before September 25, 2025 will receive a credit toward a future conference. Cancellations received in writing on or after September 26, 2025 will not receive a credit or refund.

## CMA DISCLAIMER STATEMENT:

Views, statements, information, and materials provided at CMA conferences do not necessarily reflect the views of the California Mortgage Association, its Officers, Directors, or Members. When considering any document, opinion, publication, or other material obtained 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.

## PHOTO/VIDEO DISCLAIMER:

By registering for and attending this conference, you agree that your image may be taken during the conference and used at any time, without further notification, for printed materials, websites, social media and other marketing purposes.

## MISCELLANEOUS:

Please wear name badges to all functions. Tickets are required for various events. Please be courteous of others and place cell phones on silent mode. Program and speakers are subject to change without notice.

## MCLE INFORMATION:

This activity is approved for Minimum Continuing Legal Education Credit by the State Bar of California in the amount of 6.75 hours. The CMA certifies that this activity conforms to the standards for approved education activities prescribed by the MCLE Rules of the State Bar of California.



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## WEDNESDAY, OCTOBER 8, 2025

9:00 am – 3:00 pm

### CMA Annual Golf Tournament

Enjoy the natural beauty of the Central Coast, and a day of fun with private lenders, brokers, and other industry partners! Golfers of all levels are welcome! Rental clubs are available. *(Separate fee and registration required)*



5:30 pm – 7:30 pm

### Wednesday Night Networking Mixer

Join your colleagues in the *Central Plaza* at the Monterey Plaza Hotel & Spa for cocktails and appetizers on Wednesday evening. Enjoy beautiful Monterey, catch up with your peers and start networking early!

## THURSDAY, OCTOBER 9, 2025

7:30 am – 8:30 am

### Continental Breakfast

7:30 am – 5:00 pm

### Seminar Registration

8:00 am – 10:00 am

### Exhibitor Set-up

10:00 am – 6:00 pm

### Exhibitor Fair Open

8:30 am – 10:00 am

### Broker Roundtables: Is This a Business Purpose Loan?

**MODERATED BY Pam Sosa, President, Standard Mortgage Financial Services, Inc. | Dennis Doss, Esq., Partner, Doss Law**

What is the most frequently asked question at CMA conferences? (or maybe the second most frequently asked question after 'When does the cocktail hour start?') It's whether or not a loan qualifies for the business purpose exemption. Although the discussions haven't been heated exactly, there have been a LOT of various opinions shared among our members on this topic. And for good reason. The law is not always clear.

Join your colleagues in a round table format to hash out loan scenarios and decide if they qualify as a business purpose loan. Then you'll match your wits and defend your opinions against the other tables. The judges will be industry experts Pam Sosa and Dennis Doss. This will be a fun and informative way to explore the grey areas of these loans and to learn and share your knowledge with your colleagues.

10:00 am – 10:15 am

### Networking Break

10:15 am – 11:45 am

### 2025 Legal and Regulatory Town Hall

**T. Robert Finlay Esq., CMA General Counsel and Partner, Wright, Finlay & Zak, LLP | Michael Belote, Esq., Immediate Past President, California Advocates and CMA Legislative Advocate**

The 2025 Legislative session has concluded, and the bills are awaiting signature on the governor's desk. What kind of legislative year has it been for the private lending industry? Michael Belote and Robert Finlay will bring you the good, the bad and the ugly, all in a digestible easy-to-follow format. Along with this update on the CA legislative session will also be a discussion on current legal cases that affect our industry. Some years we see victories, and some years there are bitter pills to swallow. Keep up to speed and find out what 2025 will turn out to be.

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## THURSDAY, OCTOBER 9, 2025

11:45 am – 1:30 pm

**Luncheon with Special Guest:**  
Chika Sunquist, DRE Commissioner



1:30 pm – 3:00 pm

**Keynote Session**  
Dr. Christopher Thornberg, Beacon Economics



CMA has presented Dr. Christopher Thornberg of Beacon Economics many times as our keynote speaker, and there's a reason why we keep asking him back. He's simply the best "explainer" of the economy we could possibly hope to present to our members.

An expert in economic and revenue forecasting, regional economics, and labor and real estate markets, Dr. Thornberg has consulted for private industry, and state and local governments and agencies. He became nationally known for forecasting the subprime mortgage market crash that began in 2007 and was one of the few economists on record to predict the global economic recession that followed. He consistently urges his audiences to beware of narratives that diverge from the reality of the data.

Dr. Thornberg always gets high marks from our members for his presentations. A truly engaging speaker, we are happy to bring him to you once again to help explain what's going on in 2025's rough and tumble economy.

3:00 pm – 3:30 pm

**Networking Break**

3:30 pm – 5:00 pm

**Avoiding Lawsuits: Don't Be a Target!**

**T. Robert Finlay Esq., CMA General Counsel and Partner, Wright, Finlay & Zak, LLP | Joffrey Long, President, Southwest Mortgage**  
Never been sued? ... after all these years? Or, you have been and want to avoid the next one? This is the place. You'll get better set-up methods, ways to prevent situations that lead to lawsuits, specific steps to implement, and ways to avoid "the lawsuit looking for a place to happen."

Robert, a senior partner at WFZ, sees and defends many cases brought against private money lenders. Joffrey, an active private money lender, has formally testified as an expert witness in more than 40 cases involving private money. They'll bring you "from the trenches" knowledge, without a lot of legal-eze and walk you through practical steps to take at every phase of your work, to help you avoid the dreaded and expensive "L" word.

5:00 pm – 6:30 pm

**Cocktail Reception**



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## FRIDAY, OCTOBER 10, 2025

7:30 am – 8:30 am

**Continental Breakfast in Exhibitor Area**

7:30 am – 12:00 pm

**Registration**

7:30 am – 12:00 pm

**Exhibitor Fair Open**

8:30 am – 10:00 am

**Trends in Private Lending**

**MODERATED BY** Shafiq Taymuree, Executive Vice-President, Stonecrest | Brock Vandenberg, President, TaliMar Financial

Want to know where the **smart money** is lending in 2025? Join us for a high-impact session diving into the **fast-moving world of private lending** – where traditional financing falls short and opportunity thrives. Discover how savvy lenders and investors are capitalizing on **rising rates, tightened bank credit, and explosive demand for alternative capital**. With a team of panelists, we'll uncover:

- Where the best deals are flowing (and where they're drying up)
- Capital sourcing
- How institutional money is shaking up private lending
- The latest trends in **fix-and-flip, BRRRR, DSCR**, and build-to-rent
- What lenders need to know about **tech, compliance, and risk** in a shifting market

Whether you're a private lender, broker, investor or just curious about where capital is moving next – this is your front-row seat to what's happening now.

10:00 am – 10:30 am

**Networking Break**

10:30 am – 12:00 pm

**Key Topics in Construction Lending**


**MODERATED BY** Bradley Laddusaw, CPA, Chief Financial Officer, S&L Capital Group and CMA President | Roy Malone, President, Herzer Financial | Marcus Carter, Principal, La Mesa Fund Control & Escrow, Inc. | Christopher Donovan, Esq., Partner, Doss Law

After Paradise in 2018 and now Los Angeles, communities have been left to navigate the daunting path to rebuilding. This panel tackles the critical question many private lenders are asking: Can we step in to help – and how?

Join us in exploring both the technical and legal sides of construction lending, AND the potential role of consumer-purpose construction bridge loans in disaster recovery. Roy Malone, will share his real-world experience in filling the lending gap after the Paradise fires. Marcus Carter will outline key strategies for managing complex construction projects. And Christopher Donovan will break down the legal considerations every lender must understand before entering this space. Whether you're already lending on construction projects or exploring new loan products, this is not your average construction lending panel, and one you won't want to miss!

12:00 pm

**Conference Ends**



**Not a CMA member yet?**  
**Why not?**  
**YOU NEED TO JOIN!**

