

Conference Program

As of: 8/23/2016

Continuing Education

Monday, October 17, 2016 & Tuesday, October 18, 2016



**8 Hour PA SAFE Comprehensive: The Proficient MLO 2016
#6249**

9:00 a.m. - 6:00 p.m.

(Separate Registration Required)

[Click Here for More Information.](#)



**4 Hour NJ SAFE Comprehensive: New Jersey State Elective,
Course #6230**

2:00 p.m. - 6:00 p.m.

(Separate Registration Required)

[Click Here For More Information.](#)

Monday, October 17, 2016

Conference Registration/Information Desk Open

8:00 a.m. - 8:00 p.m.

Opening Commercial Cocktail Reception

7:00 p.m. - 9:00 p.m.

Commercial Program

Tuesday, October 18, 2016

Conference Registration/Information Desk Open

8:00 a.m. - 8:00 p.m.

Continental Breakfast

8:15 a.m. - 9:00 a.m.



Commercial Property General Session

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

Opening Comments

- **E. Robert Levy, Esq.**, Conference Chairman, Executive Director MBA-NJ, NJAMB and PAMB



Welcome/Introduction

- **Charles Kauffman, Jr.**, Commercial Program Chairman; President, C.H. Kauffman & Associates, Inc.

Commercial Opening Session

9:30 a.m. – 10:30 a.m.



Speaker:

- **John G. Orrico**, President, National Realty & Development Corp.

Restructuring of the Retail Market

10:45 a.m. – 12:00 p.m.

Bricks & Sticks vs. The Internet: Are major malls/retail centers a thing of the past? A frank discussion of the overall future of the retail industry.



Moderator:

- **Lawrence J. Longua**, Adjunct Professor, Business Division, Molloy College – Long Island; Newman Real Estate Center, Baruch College – New York City

Panelists:

- **John Klein**, International Outlet Consultants
- **Shari D. Linnick**, Vice President Client Services, Trepp, LLC
- **David Wojciechowski**, OPAS, Inc.





Luncheon with Speaker

12:15 p.m. - 1:30 p.m.

Current State of the Capital Markets

1:45 p.m. - 3:00 p.m.

A round table discussion with active lenders in the commercial real estate finance industry. Hear what deals are closing and the impact that new regulations are having on the industry.

Moderator/Speaker:

- **Ronald M. Shapiro**, Assistant Professor of Professional Practice, Finance and Economics Department , Rutgers Business School – Newark and New Brunswick, Rutgers, The State University of New Jersey

Panelists:

- **Paul Braungart**, President, Regional Capital Group
- **Harry Ekstrand**, SVP, Commercial Lending, Northfield Bank
- **Peter Rand**, Vice President/Sr. Relationship Manager, KeyBank
- **Mike Sneden**, Executive Vice President, ValueXpress
- **Christina M. Youngblood** , VP, Commercial Lending, 1st Constitution Bank



Introduction to Commercial Mortgage Brokerage for Residential Mortgage Brokers

3:15 p.m. - 5:00 p.m.

- **Charles H. Kauffman, Jr., CMB**, Commercial Program Chairman; President, C.H. Kauffman & Associates, Inc.
- **Ronald M. Shapiro**, Assistant Professor of Professional Practice, Finance and Economics Department, Rutgers Business School – Newark and New Brunswick, Rutgers, The State University of New Jersey

Opening Residential Reception

Joint Commercial/Residential Networking Cocktail Reception in the Exhibit Hall

7:00 p.m. - 9:00 p.m.

Residential Program

Wednesday, October 19, 2016

Conference Registration/Information Desk Open

7:30 a.m. - 1:00 p.m.

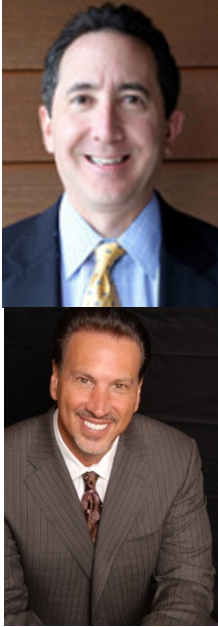
Continental Breakfast

7:00 a.m. - 8:15 a.m.

Welcome and Comments

8:15 a.m.

- **E. Robert Levy, Esq.**, Conference Chairman; Executive Director & Counsel, MBA-NJ/NJAMB/PAMB



General Session Panel

8:30 a.m. - 10:00 a.m.

Where is the economy headed in the next 12-24 months? Is there a recession looming? What can you do to protect your personal assets, and more importantly, how can you profit from this in both your business and your investments? During this interactive session, market guru Peter Boockvar, along with our very own Barry Habib, will take an in depth look at the economy, housing, the future direction of interest rates, and other asset classes. They will also explore the impact of the upcoming election, global factors, and the Fed's role in shaping the future of the financial markets. Bring your own questions, as both Peter and Barry will be there to help answer them.

Speakers:

- **Peter Boockvar**, Managing Director, Chief Market Analyst, The Lindsey Group LLC
Peter is the Chief Market Analyst for The Lindsey Group, a macro economic and market research firm. He is also the Co-Chief Investment Officer of Bookmark Advisors, an asset management firm and member of Advisory Services Network.
- **Barry Habib**, CEO, MBS Highway



TRID Changes, Recent HMDA Implementation, TRID changes, and PHH RESPA Case

10:00 a.m. - 11:00 a.m.

HMDA implementation is ahead, TRID changes are pending and enforcement and major litigation at the Federal level, like PHH, are increasing. Join MBA Vice President and Regulatory Counsel, Ken Markison, for a review of all that is new and changing in the regulatory, litigation and legislative areas and how these developments affect your company.



Speakers:

- **Ken Markison**, Vice President and Regulatory Counsel, Mortgage Bankers Association
- **Richard Horn**, Founding Attorney, Richard Horn Legal, PLLC



Matt Tully

11:00 a.m. - 11:30 a.m.

Matt's presentation will review recent public policy developments that impact our housing market, including Dodd-Frank implementation and housing finance reform and examine how the upcoming elections will impact these discussions.

Speaker:

- **Matthew Tully**, Vice President of Government and Industry Relations, Essent Guaranty, Inc.



Opportunities and Niches for the Mortgage Broker in Today's Markets

11:30 a.m. - 12:15 p.m.

Stan will look at the distribution channels in the context of macro mortgage market trends and will give his insights regarding opportunities for those originating mortgages to increase earning potential.

Speaker:

- **Stanley C. Middleman**, President and Chief Executive Officer, Freedom Mortgage Corporation; Chairman, Cherry Hill Mortgage Investment Corporation

Exhibit Hall Opens

12:30 p.m. - 5:30 p.m.

Fannie Mae/Freddie Mac Panel

Time TBD

MSA's and Realtor Relationship Panel

4:00 p.m. - 5:30 p.m.

Moderator/Speaker:

- **Wayne A. Watkinson, Esq.**, Principal Attorney, Offit Kurman



Networking Cocktail Reception

8:00 p.m. - 11:00 p.m.

7 Stars Lounge

Sponsored by: Absolute Home Mortgage



Thursday, October 20, 2016



Wholesale Lending Panel

9:00 a.m. - 10:30 a.m.

Moderator and Speaker:

- **Bonnie S. Nachamie, Esq.** , Bonnie S. Nachamie, P.C.

Regulatory Update

10:30 a.m. - 12:30 p.m.

Over the past few years QM/ATR and TRID have monopolized the minds of lenders and other issues may have taken a back seat, or worse been overlooked. What legal and regulatory challenges lurk in the shadows that could present problems for banks and lenders now and into the future. This panel of industry and legal experts will explore what's on the horizon and what banks and lenders need to do to be prepared to meet the regulatory challenges of tomorrow.

Conference Ends