

Reverse Mortgage Day

Tentative Schedule

Tuesday, NOVEMBER 17th

- 9:15 am** Registration and Log-In
- 9:30–9:50 am** Welcome and Introductions
TMBA President Jim Clapp and Reverse Mortgage Chair Melinda Hipp
- 10:00–10:50 am** Update from NRMLA
NRMLA Co-Chair Scott Norman
- 11:00 -11:50 am** Speaking with Financial Planners in real terms - How Originators can speak with financial advisers of any kind on working together for the mutual benefit of their clients
Shelley Giordano, Mutual of Omaha Mortgage, Dr.Craig Lemoine, University of Illinois
- Noon – 12:30 pm** **Lunch Break**
- 12:30–1:20 pm** Virtual Seminars for Baby Boomers (when there’s no free food to be had) – Marketing tools and ideas for taking your seminars online. How to recruit, manage the flow, timeline, and follow up.
Shannon Hicks, HECM World
- 1:30–2:30 pm** Conversation with **Mauro F. Guillén** - Zandman Professor with the Wharton School, University of Pennsylvania, author of the book 2030, and “Grey is the New Black”
Mauro Guillen, University of Pennsylvania
- 2:30-4:00 pm** Why CMT is the new Darling of Ginnie Mae?
Harlan Acola, Fairway Independent Mortgage Corporation
- 5:15 pm** Closing Networking with Mortgage Symposium attendees