



MORTGAGE BANKERS ASSOCIATION OF SOUTHWEST FLORIDA EDUCATIONAL SERIES

Proudly Presents Nationally Recognized Speaker...



Genworth 

Steve Richman
Genworth National Sales Trainer (aka “That MI Guy”)

Avoid common business clichés in order to stay relevant in an ever-changing market

In this session, we will explore common business clichés and how they need to be changed to be relevant in today’s evolving market. But we won’t stop simply at the exploration of these concepts and buzzwords. We will explore actions that you can take to update your business plan, improve communications, and differentiate yourself from the competition.

Friday, February 23rd 8:30 – 10:30am

Full Breakfast 8:30-9:00am; Presentation 9:00-10:30am

\$30 member / non-members

Courtyard by Marriott – 3250 Tamiami Trail N

All About Steve...

Steve Richman is a national speaker who has energized, taught and motivated more than 50,000 professionals in practically every state in the US and Puerto Rico. After years of success as a litigation attorney, Steve entered the mortgage and real estate profession and has become an expert in the high LTV borrower market. He has been a loan officer, account executive and manager of a mortgage operation. Additionally, Steve has trained Real Estate professionals through state accredited continuing education classes on topics including Real Estate Negotiations, Understanding the Real Estate Contract and Making Settlement Simple. Steve is a native of Baltimore, Maryland and a graduate of the University of Maryland and the National Law Center at George Washington University. He makes his home in Raleigh, North Carolina, where he lives with his wife, son and daughter.

Space is limited for this popular event!! RSVP Today!!

Please register online at: www.MBASWF.org Or via email at: mbaswf@gmail.com

Breakfast sponsored by:



Home Mortgage