

American Conference Institute's 2nd National Forum on

# Reverse Mortgage Compliance

Essential Legal and Practical Strategies for  
Managing Risk and Preparing for Heightened  
Regulatory Scrutiny

July 22-23, 2010 • The Helmsley Park Lane Hotel • New York, NY

Obtain valuable compliance strategies  
and critical updates from:

Bank of America  
Conference of State Bank Supervisors  
Federal Reserve Board  
Genworth Financial  
James B. Nutter & Company  
Met Life Bank  
National Council on Aging  
North Dakota Department of Financial Institutions  
Office of the Comptroller of the Currency  
Office of Thrift Supervision  
U.S. Department of Housing and Urban  
Development  
Wells Fargo Home Mortgage  
World Alliance Financial Corp.

Our distinguished faculty will provide you with expert advice and key insights for:

- Ensuring compliance with **FHA HECM regulations** and minimizing the risk of sanctions
- Responding to the new **RESPA requirements** as they apply to reverse mortgages and closing costs
- Assessing the state of **reverse mortgage securitizations and the secondary market**
- Implementing policies and procedures that are in accordance with **TILA provisions**
- Incorporating **FFIEC guidance on reverse mortgages** into your compliance initiatives
- Complying with **restrictions on the use of funds** to pay for certain third-party services
- Obtaining **FHA approval** under emerging stricter standards
- Satisfying federal and state **disclosure and documentation requirements** for reverse mortgages
- Developing a **quality control plan** in compliance with HUD/FHA
- Navigating through the complexities of state regulations and licensing requirements, including the **new reverse mortgage examination guidelines**

Plus, don't miss the Pre-Conference Workshop:

**Fundamentals of the Reverse  
Mortgage Market**

July 21, 2010 – 2:00 p.m.-5:00 p.m.

Media Partner:



Earn  
**CLE**  
**ETHICS**  
Credits



Register Now • 888-224-2480 • [AmericanConference.com/reversemortgages](http://AmericanConference.com/reversemortgages)

# Be a part of the nation's premier legal and compliance forum for the reverse mortgage industry

**T**he number of Americans age 62 and over is at an all time high and, as the housing market begins to recover, lenders are again mobilizing to reach this market. However, the mortgage industry has come under intense scrutiny in recent months and reverse mortgages are no exception. While reverse mortgages are a potentially highly profitable market for lenders and servicers, they are not without risks. In-house counsel and compliance professionals, as well as their outside counsel, must be prepared for the emerging regulatory framework governing reverse mortgages at both the state and federal levels.

**American Conference Institute's 2nd National Forum on Reverse Mortgage Compliance** will bring together an unparalleled faculty of regulatory and enforcement officials, compliance experts from industry leaders, and outside counsel specializing in reverse mortgages who will provide you with best practices and targeted guidance for:

- Implementing policies and procedures in compliance with HUD
- Satisfying specific state regulations and licensing conditions
- Improving consumer understanding of the costs and structure of reverse mortgages
- Complying with the limits on loan origination fees and restrictions on counselor compensation
- Implementing an effective quality control plan that will minimize exposure to risk

Plus, add value to your attendance by also registering for the Pre-Conference Workshop:

## Fundamentals of the Reverse Mortgage Market

July 21, 2010 – 2:00 p.m. - 5:00 p.m.

Don't miss this opportunity to find out how others are overcoming the challenges of reverse mortgage compliance while networking with industry leaders. Register now by calling **1-888-224-2480** or by faxing your registration form to **1-877-927-1563**. You can also register online at [www.AmericanConference.com/reversemortgages](http://www.AmericanConference.com/reversemortgages)

### Who You Will Meet

- ✓ Regulatory and Enforcement Officials
- ✓ Compliance Professionals and Corporate Counsel from:
  - Lenders
  - Servicers
- ✓ Private Practice Attorneys specializing in:
  - Mortgage Banking
  - Financial Services
  - Consumer Finance
  - Consumer Banking

### Global Sponsorship Opportunities

ACI, along with our sister organization based in London, C5 Conferences, works closely with sponsors in order to create the perfect business development solution catered exclusively to the needs of any practice group, business line or corporation. With over 350 conferences in the United States, Europe, the Commonwealth of Independent States (CIS) and China, ACI/C5 Conferences provide a diverse portfolio of first-class events tailored to the senior level executive spanning multiple industries and geographies.

For more information about this program or our global portfolio of events, please contact:

Wendy Tyler | Head of Sales | American Conference Institute  
Tel: 212-352-3220 x242 | Fax: 212-220-4281  
[w.tyler@AmericanConference.com](mailto:w.tyler@AmericanConference.com)



Register now: 888-224-2480 • fax: 877-927-1563 • [AmericanConference.com/reversemortgages](http://AmericanConference.com/reversemortgages)

## Day One: Thursday, July 22, 2010

### 8:00 Registration and Continental Breakfast

### 9:00 Co-Chairs' Opening Remarks

---

*James M. Milano*

Member

Weiner Brodsky Sidman Kider PC (Washington, DC)

*Vivian K. Sin*

Chief Legal & Compliance Officer

World Alliance Financial Corp. (Melville, NY)

### 9:15 Regulatory and Enforcement Roundtable: Perspectives from HUD, CSBS, OTS, and OCC

---

*Timothy J. Karsky*

Commissioner

North Dakota Department of Financial Institutions  
(Bismarck, ND)

Immediate Past Chairman of the Conference  
of State Bank Supervisors

*Michael H. Stolworthy*

Assistant Special Agent in Charge

Office of Inspector General

U.S. Department of Housing and Urban Development  
(Washington, DC)

*Mariana Rexroth*

Senior Compliance Examiner

Office of Thrift Supervision (San Francisco, CA)

*Karen Tucker*

National Bank Examiner and Senior Compliance Specialist

Office of the Comptroller of the Currency  
(Washington, DC)

Moderator:

*Joseph T. Lynnyak III*

Partner

Venable LLP (Los Angeles, CA)

In this moderated panel session, you will have the opportunity to participate in a Q&A session with federal and state regulatory and enforcement officials from the various agencies that touch on reverse mortgages. You will not want to miss this unprecedented opportunity to have your most pressing regulatory and compliance questions answered by our panel of experts.

### 10:45 Morning Coffee Break

### 11:00 Ensuring Compliance with FHA HECM Regulations and Minimizing the Risk of Sanctions

---

*Karim Hatata*

Compliance Leader

Genworth Financial Home Equity Access, Inc.  
(Rancho Cordova, CA)

*James M. Milano*

Member

Weiner Brodsky Sidman Kider PC (Washington, DC)

*Barbara Stucki, Ph.D.*

Vice President, Home Equity Initiatives  
National Council on Aging (Eugene, OR)

*Erica Jessup*

HECM Program Specialist

U.S. Department of Housing and Urban Development  
(Washington, DC)

*Volky Garcia*

Deputy Director, Quality Assurance Division

U.S. Department of Housing and Urban Development  
(Washington, DC)

- Improving consumer understanding of the costs and structure of reverse mortgages
- Restrictions on the use of funds to pay for certain third-party services
- Complying with the limits on loan origination fees and restrictions on counselor compensation
- Obtaining FHA approval under emerging stricter standards
- Assessing the FHA's current view of reverse mortgages and the implications for the industry in the near-term
  - Potential for greater scrutiny as a result of reduced home values
- Implementing the new HUD counseling protocols
  - Providing appropriate counseling to potential borrowers
    - Alternatives to reverse mortgages
    - Financial, tax, and estate consequences associated with reverse mortgages
  - Impact of HUD's new financial interview tool on reverse mortgage originations
- Staying abreast of the latest mortgagee letters
- Implementing effective quality control plans to avoid fines, probation, and revocation of FHA approval
- Managing and defending against litigation arising from HECM regulations

### 12:30 Networking Luncheon for Speakers and Delegates

### 1:45 Preparing for Heightened Regulatory Scrutiny of Reverse Mortgages: Impact of RESPA, TILA, FFIEC Guidance, the SAFE Act, and the FTC on Compliance Efforts

---

*April Breslaw (Invited)*

Director, Consumer Regulations

Office of Thrift Supervision (Washington, DC)

*Dennis Haber, Esq.*

EVP

Agency For Consumer Equity (Garden City, NY)

*Matthew S. Yoon*

Counsel

Sonnenschein Nath & Rosenthal LLP (New York, NY)

*Arthur B. Axelson*

Of Counsel

Dykema Gossett PLLC (Washington, DC)

- Ensuring compliance with the new RESPA requirements as they apply to reverse mortgages and closing costs
- Structuring third-party relationships so as not to conflict with RESPA
- Incorporating TILA provisions into your policies and procedures
  - Right of rescission

- Reverse mortgage specific disclosures
- Calculating the APR and TALC for reverse mortgages
- Servicing disclosures and requirements
- Specific TILA provisions that do not apply to reverse mortgages
- Preparing for potential revisions to Reg Z that would impact reverse mortgages
- Incorporating the FFIEC's proposed guidance on reverse mortgages into your compliance initiatives
- Assessing the response of federal and state regulators to the FFIEC's proposed guidance
- Preparing for heightened scrutiny from the FTC
- Avoiding cross-selling activities that could expose you to sanctions or lawsuits
  - Best practices for written procedures and internal controls
- Impact of the SAFE Act on reverse mortgages

### 3:15 **Afternoon Refreshment Break**

### 3:30 **Satisfying Federal and State Disclosure and Documentation Requirements for Reverse Mortgages**

*Brent Lattin*

Senior Attorney, Division of Consumer and Community Affairs  
Federal Reserve Board (Washington, DC)

*James M. Milano*

Member  
Weiner Brodsky Sidman Kider PC (Washington, DC)

*Marsha L. Williams*

Chair of the National Mortgage Compliance Practice Group  
Middleberg Riddle & Gianna (Dallas, TX)

- Intricacies of FHA HECM loan documents
  - Special FHA HECM disclosures relating to costs and terms of a loan
- What should FHA HECM program documents look like for adjustable rate and fixed rate products?
- What HUD looks for in disclosures
- Adapting forward state-required disclosures to reverse mortgages
  - Exemptions from RESPA disclosure requirements
  - Avoiding TILA violations
- Required disclosures in marketing approaches
  - FHA marketing guidelines
  - What information needs to be included in advertisements
- Documenting disclosures and filing information

### 4:45 **Conference Adjourns**

## Day Two: Friday, July 23, 2010

### 8:30 **Continental Breakfast**

### 9:00 **Co-Chairs' Remarks**

### 9:15 **Navigating Through the Complexities of State Regulations and Licensing Requirements for Reverse Mortgages**

*Chuck Cross*

VP Mortgage Regulatory Policy  
Conference of State Bank Supervisors (Washington, DC)

*Vivian K. Sin*

Chief Legal & Compliance Officer  
World Alliance Financial Corp. (Melville, NY)

*George B. Lopez*

Executive Vice President  
James B. Nutter & Company (Kansas City, MO)

*James M. Milano*

Member  
Weiner Brodsky Sidman Kider PC (Washington, DC)

- Assessing recent legislation in key states:
  - CA, WA, VT, NH, RI
- Preparing for emerging legislation:
  - FL, AZ, MA, IL
- How companies are fairing under the new reverse mortgage examination guidelines (RMEGs)
- Comparing state legislation of reverse mortgages with that of forward mortgages
- Federal preemption of state disclosure requirements
- Determining which state licensing regulations apply to reverse mortgages
- Reconciling shifting state laws – becoming licensed to offer reverse mortgages in multiple states
- Offering multiple products while staying in compliance with state regulations

### 10:45 **Morning Coffee Break**

### 11:00 **Securitization and the Secondary Market**

*Keith J. Hopkins*

Vice President  
Mortgage-Backed Securities Trader  
Wells Fargo Home Mortgage – Capital Markets (St. Louis, MO)

*H. Marc Helm*

President & COO  
Reverse Mortgage Solutions, Inc. (Spring, TX)

*Robert J. Gross*

Of Counsel  
Bingham McCutchen LLP (Washington, DC)

*Christopher M. Witeck*

Partner  
BuckleySandler LLP (Washington, DC)

- Assessing Ginnie Mae's role in reverse mortgage securitizations
- Evaluating the HECM MBS program
- Determining eligibility to issue HECM MBS
- Program parameters and structural challenges
- Minimizing cross-over risk – mobility & mortality factors
- Packaging requirements – What are investors looking for?
- Employing quality control measures in servicing to ensure investor acceptance
- Developing a securitization structure for fixed rate products
- Impact of the rating agencies on reverse mortgage securitizations
- The future of reverse mortgage securitizations

### 12:30 **Networking Luncheon for Speakers and Delegates**

### 1:45 **Ethical Considerations for In-House and Outside Counsel in the Reverse Mortgage Market**

*Dennis Haber, Esq.*

EVP, Agency For Consumer Equity (Garden City, NY)

*Neil B. Garfinkel*

Partner-in-Charge of the Real Estate and Banking Practices  
Abrams Garfinkel Margolis Bergson, LLP  
(New York, NY)

- Special ethical obligations that arise due to the age of reverse mortgage borrowers
- Best practices for ensuring ethical advertising of reverse mortgages
- Avoiding ethical pitfalls when offering products or services related to reverse mortgages
- Differentiating between appropriate and inappropriate cross-selling of products

2:45

### Implementing an Effective Quality Control Plan That Will Promote Compliance and Minimize Exposure to Risk

*H. Marc Helm*

President & COO  
Reverse Mortgage Solutions, Inc. (Spring, TX)

*Ben Slayton*

President  
The Lender Approval Department  
(Paramount, CA and Society Hill, SC)

- Developing a quality control plan in compliance with HUD/FHA
- 52 point checklist for quality control plans
- Analysis of the two types of HUD/FHA lender reviews
- Elements of a HUD/FHA on-site review
- What are HUD monitors looking for in a review?
- How to respond to a HUD/FHA findings letter
- Identifying red flags during a HUD audit
- Strategies for managing mortgagee letters
- Compliance requirements of the counseling certificate

4:00

### Conference Concludes

#### Continuing Legal Education Credits



Accreditation will be sought in those jurisdictions requested by the registrants which have continuing education requirements. This course is identified as nontransitional for the purposes of CLE accreditation.

ACI certifies that the activity has been approved for CLE credit by the New York State Continuing Legal Education Board in the amount of 13.0 hours, of which 1.0 will apply to ethics. An additional 3.5 credit hours will apply to workshop participation.

ACI certifies that this activity has been approved for CLE credit by the State Bar of California in the amount of 11.0 hours, of which 1.0 will apply to ethics. An additional 3.0 credit hours will apply to workshop participation.

You are required to bring your state bar number to complete the appropriate state forms during the conference. CLE credits are processed in 4-8 weeks after a conference is held.

ACI has a dedicated team which processes requests for state approval. Please note that event accreditation varies by state and ACI will make every effort to process your request.

Questions about CLE credits for your state? Visit our online CLE Help Center at [www.americanconference.com/CLE](http://www.americanconference.com/CLE)

**Pre-Conference Workshop**  
**Wednesday, July 21, 2010**  
**2:00 p.m. – 5:00 p.m.**

## Fundamentals of the Reverse Mortgage Market

*Joseph P. DeMarkey*

Assistant Vice President, Reverse Mortgage Division  
Met Life Bank (Boston, MA)

*Cheryl MacNally*

National Sales Manager Senior Products Group  
Wells Fargo Home Mortgage (Sagamore Beach, MA)

*Robert Cannon*

Attorney  
Equitas, LLC (Boston, MA)

*Barbara Stucki, Ph.D.*

Vice President, Home Equity Initiatives  
National Council on Aging (Eugene, OR)

With regulators taking an increased interest in reverse mortgages and scrutiny of the mortgage industry at an all time high, understanding the intricacies and risks of reverse mortgage products is more important than ever before. In this interactive session, you will work with industry leaders and expert attorneys to obtain the tools and knowledge necessary to successfully navigate the market. Topics to be covered include:

- An introduction to and overview of the HECM program
- Analysis of the three basic types of reverse mortgages
  - Single-purpose reverse mortgages
  - Federally-insured reverse mortgages
  - HECM for Purchase
- Strategies to become an approved FHA lender and/or loan correspondent
- How reverse mortgages differ from forwards in:
  - Marketing
  - Sales
  - Application
  - Documents
  - Underwriting
  - Approval
  - Closing
- How to implement effective training programs



**ALUMNI**

#### Expand Your Network

The complimentary ACI Alumni Program is designed to provide returning delegates with unique networking and learning opportunities beyond the scope of their conference experience.

Highlights include:

- Instantly access thousands of free presentations, PowerPoints and other event resources - Online!
- Make direct contact with fellow conference alumni
- Post a question or look for answers in our Industry Forums
- Join a live Industry Chat in progress
- Earn Forum points towards free conferences & workshops

Expand your Network at [www.my-aci.com](http://www.my-aci.com)

American Conference Institute's 2nd National Forum on

# Reverse Mortgage Compliance

Essential Legal and Practical Strategies for Managing Risk and Preparing for Heightened Regulatory Scrutiny

July 22-23, 2010 • The Helmsley Park Lane Hotel • New York, NY

## REGISTRATION FORM

### PRIORITY SERVICE CODE

675L10.INH

ATTENTION MAILROOM: If undeliverable to addressee, please forward to:  
Chief Compliance Officer/General Counsel



CONFERENCE CODE: 675L10-NYC

YES! Please register the following delegate for **Reverse Mortgage Compliance**

### CONTACT DETAILS

NAME	POSITION	
APPROVING MANAGER	POSITION	
ORGANIZATION		
ADDRESS		
CITY	STATE	ZIP CODE
TELEPHONE	FAX	
EMAIL	TYPE OF BUSINESS	

I would like to receive CLE accreditation for the following states: \_\_\_\_\_ . See CLE details inside.

FEE PER DELEGATE	Register & Pay by May 21, 2010	Register & Pay by Jun 25, 2010	Register after Jun 25, 2010
<input type="checkbox"/> Conference Only	\$1895	\$1995	\$2195
<input type="checkbox"/> Conference & Workshop	\$2495	\$2595	\$2795
<input type="checkbox"/> I would like to add ___ copies of the conference documentation to my order – \$299 each			
<input type="checkbox"/> I cannot attend but would like information regarding conference publications			
<input type="checkbox"/> Please send me information about related conferences			

### PAYMENT

Please charge my  VISA  MasterCard  AMEX  Please invoice me  
NUMBER \_\_\_\_\_ EXP. DATE \_\_\_\_\_

SIGNATURE \_\_\_\_\_

(for credit card authorization and opt-in marketing)

I have enclosed my check for \$ \_\_\_\_\_ made payable to  
**American Conference Institute** (T.I.N.—98-0116207)

ACH Payment (\$USD)  
Please quote the name of the attendee(s) and the event code 675L10 as a reference.  
For US registrants:  
Bank Name: HSBC USA  
Address: 800 6th Avenue, New York, NY 10001  
Account Name: American Conference Institute  
UPIC Routing and Transit Number: 021-05205-3  
UPIC Account Number: 74952405  
Non-US residents please contact Customer Service for Wire Payment Information

Hear from regulatory, enforcement, and compliance experts from:

Bank of America  
Conference of State Bank Supervisors  
Federal Reserve Board • Genworth Financial  
HUD • James B. Nutter & Co. • Met Life Bank •  
NCOA • North Dakota Dept. of Financial Inst.  
OCC • OTS • Wells Fargo Home Mortgage  
World Alliance Financial Corp.

Plus, don't miss the Pre-Conference Workshop:  
**Fundamentals of the Reverse Mortgage Market**  
July 21, 2010 • 2:00 p.m. - 5:00 p.m.

### Registration Fee

The fee includes the conference, all program materials, continental breakfasts, lunches, refreshments and complimentary membership of the ACI Alumni program.

### Payment Policy

Payment must be received in full by the conference date. All discounts will be applied to the Conference Only fee (excluding add-ons), cannot be combined with any other offer, and must be paid in full at time of order. Group discounts available to individuals employed by the same organization.

### Cancellation and Refund Policy

You must notify us by email at least 48 hrs in advance if you wish to send a substitute participant. Delegates may not "share" a pass between multiple attendees without prior authorization. If you are unable to find a substitute, please notify **American Conference Institute (ACI)** in writing up to 10 days prior to the conference date and a credit voucher valid for 1 year will be issued to you for the full amount paid, redeemable against any other ACI conference. If you prefer, you may request a refund of fees paid less a 25% service charge. No credits or refunds will be given for cancellations received after 10 days prior to the conference date. **ACI reserves the right to cancel any conference it deems necessary or remove/restrict access to the ACI Alumni program and will not be responsible for airfare, hotel or other costs incurred by registrants. No liability is assumed by ACI for changes in program date, content, speakers, venue or arising from the use or unavailability of the ACI Alumni program.**

### Hotel Information

**American Conference Institute** is pleased to offer our delegates a limited number of hotel rooms at a preferential rate. Please contact the hotel directly and mention the "ACI Reverse Mortgage" conference to receive this rate.

Venue: The Helmsley Park Lane Hotel  
Address: 36 Central Park South, New York, NY 10019  
Reservations: 212-521-6640

### Incorrect Mailing Information

If you would like us to change any of your details please fax the label on this brochure to our Database Administrator at 1-877-927-1563, or email data@AmericanConference.com.

## 5 Easy Ways to Register

	<b>MAIL</b>	<b>American Conference Institute</b> 41 West 25th Street New York, NY 10010
	<b>PHONE</b>	888-224-2480
	<b>FAX</b>	877-927-1563
	<b>ONLINE</b>	AmericanConference.com/reversemortgages
	<b>EMAIL</b>	CustomerService@AmericanConference.com

### CONFERENCE PUBLICATIONS

To reserve your copy or to receive a catalog of **ACI** titles go to [www.aciresources.com](http://www.aciresources.com) or call 1-888-224-2480.

### SPECIAL DISCOUNT

We offer special pricing for groups and government employees. Please email or call for details.  
Promotional Discounts May Not Be Combined. **ACI** offers financial scholarships for government employees, judges, law students, non-profit entities and others. For more information, please email or call customer care.