



## **FOR IMMEDIATE RELEASE**

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## **CU Members' 18th National Mortgage Lending Conference Delivered Learning, Laughs, And So Much More For Credit Union Professionals**

**Fort Worth, TX – October 20, 2014** – Credit unions from across the country joined together at the 18<sup>th</sup> National Mortgage Lending Conference presented by mortgage service provider [CU Members Mortgage](http://www.cumembers.com), a division of Colonial Savings, F.A., October 9-11, 2016, in Fort Worth, Texas for a conference focused on growth and business development.

“The National Mortgage Lending Conference has a mission to inspire and motivate with educational content that will help mortgage lending professionals identify their goals and give them the resources they need to reach them,” explained Linda Clampitt, Senior Vice-President at CU Members Mortgage. “This year’s event continued that message, but we turned things up a notch and we’ve been told by attendees this was the best event yet and credit unions are already working the concise message into their daily activities.”

The agenda included speakers such as Musician Mike Rayburn, Stratmor Group’s Marketing Expert Garth Graham, Credit Union Consultant Tracy Ashfield, Artist Richard Hight, Chief Economist Dr. Jim Gaines, Journalist Dave Lieber, MBA Chairman David Motley, and St. Louis Community Credit Union CEO Patrick Adams all of which provided great resources for credit unions to take back to their credit union. These sessions included take-homes such as how to achieve goals you only dream about, creating an effective lender checklist, steps to increase borrower satisfaction, building a top origination team, recruiting top employees and how to compensate them, developing a growth plan and following through, and many more.

Attendees came from all over the country as far as Pennsylvania, Washington, Mississippi, Nevada and many more areas to enjoy learning about mortgage lending, but more was captured at this event than learning and networking according to Mortgage Originator Darla Owlett with Penn State Federal Credit Union in State College, Pennsylvania. “I have been to other mortgage

conferences before with another lender and I must say they were snoozers. I went to this conference expecting the same thing. This event blew that idea out of the water,” said Owlett. “I loved the conference from the beginning when Mike Rayburn started playing his guitar and I had to get my booklet out to make sure I didn’t miss something. We are a small credit union and funds are sometimes tight, but I want to attend every year. The conference and speakers made me excited for my job again and I have already determined what my goal is for the next year.”

In addition to the focus on growth and mortgage development, the conference used a theme dedicated to humor to help credit union employees enjoy a good laugh during the event. “Everyone is aware of the stress involved in mortgage lending these days, we thought it would be a nice change of pace to wrap our conference up in a mix of great jokes, comedies, and skits to make people relax and laugh,” said Clampitt. “Who doesn’t need to take a break and enjoy a great laugh? This event gave us a chance to get together and absorb helpful information in a fun atmosphere.”

CU Members Mortgage has not released their next event dates or the location. However, the event is typically hosted every 18 months and in the Dallas metroplex area. They are hopeful to release dates for the next event soon, but tentatively have things in the works for March of 2018.

### **About CU Members Mortgage**

Founded in 1982 as a division of Colonial Savings, a federally chartered thrift, Dallas-based CU Members Mortgage provides comprehensive mortgage services to credit unions, CUSOs, and leagues nationwide. CU Members Mortgage originates more than \$1 billion in FHA, VA, and conventional loans each year. With a portfolio of \$25 billion, Colonial is one of the largest servicers of mortgage loans in the United States. The company is privately held and has offices located nationwide. For more information, visit [www.cumembers.com](http://www.cumembers.com).

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