



Media sponsor:



May 25-26, 2004  
Four Seasons  
Las Colinas Resort  
Irving, TX

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## Monday, May 24<sup>th</sup>

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4:00 PM - 7:00 PM **Registration – Four Seasons Ballroom Foyer**

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## Tuesday, May 25<sup>th</sup>

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7:00 AM - 8:30 AM **Registration - Four Seasons Ballroom Foyer**

7:30 AM - 8:30 AM **Breakfast – The Pavilion**

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8:30 AM - 5:00 PM **Conference Sessions:**  
**Four Seasons Ballroom – General Sessions and Track B Breakout Sessions**  
**Cottonwood Ballroom – Track A Breakout Sessions**

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8:30 AM - 8:45AM **Welcome – Brian Hershkowitz, President, Mortgage Information and Services, Fidelity National Financial – Four Seasons Ballroom**

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8:45 AM - 10:30AM **General Session 1: The Year in Review: Key Issues Impacting Our Industry**  
*A panel of experts will look at key changes in our business over the past year, how they might affect the industry going forward and examine specific trends currently influencing mortgage and real estate markets.*

**Moderator - Dr. Richard T. Pratt, Chairman, Richard T. Pratt Associates**

**Panelists:**

- ◆ Daniel Sussman, Executive Vice President & COO, New Century Mortgage Corporation
  - ◆ Thomas P. Vartanian, Partner, Fried, Frank, Harris, Shriver & Jacobson
  - ◆ Bob Sullivan, Vice President, OneFee Services, ABN AMRO
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10:30 AM - 11:00 AM **Break – Four Seasons Ballroom Foyer**

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11:00 AM - 12:15 PM **Breakout Sessions – A & B:**

**A. Leveraging Managed Valuations to Increase Profitability and Efficiency**

*This key part of your business can be more than an expense item. Properly managed you can use this function to improve your profitability and streamline your operations. Our panelists outline tactics and strategy.*

**Moderator - Greg Hansen, President, Hansen Quality**

**Panelists:**

- ◆ Conrad North, VP – Retail & Special Products Manager, Aurora Loan Services
- ◆ David Babbitt, First Vice President, Appraisals, Countrywide Financial
- ◆ Joseph S. Kohout, Jr., Director/Transaction Management, Nomura Securities International, Inc.
- ◆ Leslie J. Albergo, Director, Structured Finance, Standard & Poor's

**B. The Power of Data – Leveraging Internal and External Data Sources To Fuel Your Business**

*Thou shalt not ignore the data you already have or that you can get easily. Having large databases will not benefit your organization unless you learn how to leverage them. Our data experts will shed light on the latest techniques in managing and using data.*

**Moderator – Bill Griffin, Vice Chairman, LSI – A Fidelity National Financial Company**

- ◆ Dr. Michael Sklarz, Chief Valuation Officer, Fidelity National Financial
  - ◆ Darius Bozorgi, President, Veros Software
  - ◆ Scott B. Berry, EVP, Production Technologies – Artificial Intelligence, Countrywide Financial
  - ◆ Dan Feshbach, President & CEO, Loan Performance
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12:15PM - 1:30 PM **Lunch – The Pavilion**

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1:30 PM - 2:45 PM **Breakout Sessions – A & B:**

**A. Utilizing Automated Valuations and Collateral Risk Scoring**

*New automated tools and computer models are making it faster and easier than ever before to get good valuation data. The latest collateral risk scores are another step in the evolution of these tools. Learn how to use them effectively to mitigate risk and improve your bottom line.*

Moderator – Ray Ferrarin, Chief Operating Officer, Mortgage Information and Services, Fidelity National Financial

**Panelists:**

- ◆ Dr. Michael Sklarz, Chief Valuation Officer, Fidelity National Financial
- ◆ Doug Gordon, Director of Model Development and Data Engineering, Freddie Mac
- ◆ Vicky Cassens Zillioux, Managing Director, Real Estate & Lending Practice, Strategic Development Worldwide
- ◆ Robert Fuller, First VP, Quality & Collateral Risk Manager, Flagstar Bank

**B. Outsourcing and Innovation in Mortgage Origination and Processing**

*The market is changing. The old ways of doing business will not be profitable in the days ahead. Who doesn't want to be a 'best in class' company? But to be a best in class business, you first need to understand best practices at the operations level. Listen to these leaders talk about examples of best practices that they are experiencing.*

Moderator – Bill Griffin, Vice Chairman, LSI, Fidelity National Financial

**Panelists:**

- ◆ John C. Schleck, Senior Vice President, Consumer Direct, Washington Mutual
- ◆ Cheryl DeRoche Johnson, First Vice President, ABN AMRO Mortgage Group, Inc.
- ◆ Gregory A. Sullins, President & CEO, Financial ServiceSolutions
- ◆ Richard Thornberry, President & CEO, Nexstar Financial Corporation
- ◆ Anne E. Beckett, Vice President – Lending Operations, Thornburg Mortgage

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2:45 PM - 3:00PM **Break – Four Seasons Ballroom Foyer**

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3:00 PM - 4:30PM **General Session 2: Current Issues Impacting the Mortgage Banking Industry**

*A frank discussion from leading industry experts regarding the most talked about regulatory, investor and business developments affecting the residential lending business. Evaluate how these trends will impact your business and what opportunities there may be to improve the competitive position of your company.*

Moderator – Bill Griffin

**Panelists & Topics:**

**RESPA Update** – Donald E. Partington, Executive Vice President and General Counsel, Fidelity National Financial

**Issues and Concerns Regarding the GSEs** – Kurt Pfothauer, Senior Vice President, Government Affairs, Mortgage Bankers Association

**Controlled Business Arrangements for Settlement Services: Examining the business models** – Joe Casa, Founder & Publisher, October Research

**Designing for the Convergent Technologies of the Future** - Rick Grant, Editor, Real Estate Technology Insight

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4:30 PM - 4:45 PM **Break – Four Seasons Ballroom Foyer**

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4:45 PM - 5:00 PM **Closing Remarks** – Brian Hershkowitz – Four Seasons Ballroom

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- 6:00 PM - 7:30PM **Cocktail Reception** – The Pavilion
- 6:45 PM - 7:30 PM **Guest speaker Terry Bradshaw presents “Why not your best?”** – The Pavilion
- 7:30 PM - 8:00 PM **Meet Terry Bradshaw** – Four Seasons Ballroom
- 7:30 PM - 9:00 PM **Dinner** – Four Seasons Ballroom
- 8:00 PM - 10:00 PM **Live music featuring the Blues Artist Corey Stevens and his Band**

**Wednesday, May 26<sup>th</sup>**

- 7:15 AM - 8:15AM **Breakfast – Four Seasons Ballroom**
- 7:30 AM - 8:15 AM **Featured Speaker** – Anthony Downs, Senior Fellow, Brookings Institution

8:15 AM - 10:00 AM **General Session 3: Emerging Trends - Planning for the Future**

*No one doubts that the marketplace of the future will be vastly different that what we've seen in the recent past. These top business leaders will handicap the future and how companies can position themselves for change.*

Moderator – Clay Cornett, President, Fidelity National Default Solutions

- ◆ **Breaking Through the Technogarble** - Dan Scheuble, Chief Information Officer, Fidelity National Financial
- ◆ **The Changing Face of America** – James Ballentine, Director of Housing, Community & Economic Development, American Bankers Association
- ◆ **The Emerging Market of Debt Cancellation as a Feature of Mortgage Loans** - David B. Curren, Managing Director, Bank of America & President & CEO, Debt Cancellation Corporation
- ◆ **Fannie Mae Update** – Earl Thomas "Tom" Booker, III, Vice President, Fannie Mae

- 10:00 AM - 10:15 AM **Break in Exhibit Area** – Four Seasons Ballroom Foyer

10:15 AM - 11:45 PM **Breakout Sessions – A & B:**

**A. New Thoughts for Conventional Appraisals**

*Just because we have new tools doesn't mean that traditional appraisals are going to go away. Learn the newest techniques for managing this part of your business effectively.*

Moderator – Ray Ferrarin

**Panelists:**

- ◆ Marianne Angarola, Principal, FutureValue, LLC
- ◆ John Ross, Executive Vice President, The Appraisal Institute
- ◆ Kathleen Rice, Vice President, LSI Appraisal Operations
- ◆ Jeff Schurman, Executive Vice President and Chief Administrative Officer, TAVMA

**B. Customer Retention and Marketing Strategies**

*As origination volumes slow, servicing portfolios will become more valuable, if you can hold on to them. Learn about the latest retention tools and strategies, designed to help you keep your customers when the competition comes calling.*

Moderator – Greg Hansen

**Panelists:**

- ◆ James L. Hennessy, Jr., Managing Director, Sales and Marketing, Capsilon Financial Systems Group
- ◆ Nick Vracas, First Vice President, Irwin Mortgage
- ◆ Rob Boitano, President, LSI Credit Services Division
- ◆ Al Verkuynen, Senior Vice President of Strategy and Execution, LSI

11:45 AM **Program Concludes**

1:30 PM - 6:00 PM **LSI Golf Tournament**