



LENDERSONE®

LO WORKSHOP AGENDA

TUESDAY, June 19, 2018

2:00-5:00 PM

Opening Session: The Mindset of a World Class Originator

Banquet Salon

Facilitator: Steve Scanlon, CEO and Founder, Rewire, Inc.

This experiential exercise focuses on group participation. Learn how mindset shapes everything and how to take practical steps to use your brain as your best weapon. You will walk away from this session equipped to create sustainable improvement in your career.

5:00-6:00 PM

Networking Session

Pre-Function Room

Unwind with hors d'oeuvres, drinks, and great networking opportunities.

WEDNESDAY, June 20, 2018

6:30-7:30 AM

Morning Exercise (optional)

Meet in the Lobby

Start your day off refreshed and invigorated with a guided early morning physical exercise to jump start your day. For all fitness levels.

8:00-9:00 AM

Breakfast

Pre-Function Room

Continued...

8:45-9:45 AM

Top Originator Panel

Banquet Salon

Panelists:

Jason Abell, President, Rewire, Inc.

Steve Grossman, Managing Partner, NJ Lenders Group

Yvette Clermont, Branch Manager and Mortgage Consultant, Inlanta Mortgage, Inc.

William Mervin, Branch Manager, AnnieMac Home Mortgage

Jessica Baldwin, Divisional Vice President/Mortgage Consultant, American Mortgage and Equity Consultants

Moderator: Steve Scanlon, Founder and CEO, Rewire, Inc.

This powerful session brings you some of the best in our industry. Hear from some of the top 100 originators in the country about how they continue to be the top performers. Learn specific best practices to apply to your own business for sustained growth.

9:45-10:00 AM Break

10:00-11:00 AM

Breakout Session 1

Select one of the following for your first breakout session:

The Power of a Team

Studio 1

Presenter: William Mervin

How to Use the Tools in your Toolbox

Studio 2

Presenter: Steve Grossman

Growing Referral Relationships

Studio 3

Presenter: Jessica Baldwin

Building Your Digital Brand

Drafting Room

Presenter: Yvette Clermont

11:00-11:15 AM Break

Continued...

11:15 AM-12:15 PM

Breakout Session 2

Select from one of the following sessions:

The Power of a Team

Studio 1

Presenter: William Mervin

How to Use the Tools in your Toolbox

Studio 2

Presenter: Steve Grossman

Growing Referral Relationships

Studio 3

Presenter: Jessica Baldwin

Building Your Digital Brand

Drafting Room

Presenter: Yvette Clermont

12:15-1:15 PM

Lunch with Freddie Mac

Pre-Function Room

1:15-3:45 PM

Growth Council

Banquet Salon

Facilitators: Steve Scanlon, CEO and Founder, Rewire, Inc. and Jason Abell, President, Rewire, Inc.

In this session, you will participate in a guided exercise about vision and strategy. Learn how to build a successful business plan through small group work. Coach your peers and share best practices on business plans. Obtain feedback and counseling from one another, providing the power of accountability.

3:45-4:15 PM

Closing Session

Thank you for joining us!

Lenders One events create rich opportunities for learning and networking, therefore, in honoring the spirit of the cooperative, the recruitment of talent from other attendees is not permitted.

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