

January President's Message

January 1, 2007

Hello from the Sunshine State President

Happy New Year!! Here we are in 2007, ready to meet the challenges and rewards of the New Year. I hope you all had a wonderful Holiday season.

While you're reading this, your FAMB leadership is attending the Inaugural celebration of the new cabinet. We will be congratulating Florida's new cabinet and new committee chairs and formally welcoming our new CFO, Alex Sink. She has many challenges ahead of her this year. I am confident she is up to the task and FAMB will be there to assist her in any way we can. We are also relying on her to keep onerous legislation out of our state.

The new House and Senate committee assignments have been made and FAMB's Government Affairs team is actively organizing this information for the Chapters.

Theodore Roosevelt said, " Every man owes a part of his time and money to the business or industry in which he is engaged. No man has a right to withhold his support from an organization that is striving to improve his sphere." I embrace this philosophy and hope that every professional in our industry does, too. I frequently meet professionals who are not members of FAMB and encourage them to join.

I would like to share my story. After spending 14 years in the industry working in New Orleans for a mortgage firm, I moved to Florida and opened my mortgage company. When I moved here, I met a member of FAMB and immediately joined the Association. I feel that every professional should be a part of any association that serves their industry. Within a month after becoming a member I attended my first convention in Marco Island, Florida. I have found that being involved, by attending meetings or working on committees, I have broadened my knowledge and improved my professionalism. Shortly after joining FAMB, Jacksonville's incoming president, Bill Pappas, asked me to be a part of his local board of directors. From there I became the Vice President, President Elect then President of the Jacksonville Chapter of FAMB. After serving the Jacksonville Chapter, I ran for the State Executive Committee and became the FAMB Secretary in 2003 and your FAMB President this year. The rewards of membership are great. My business has grown and prospered and because of the compliance knowledge I have gained from FAMB, I feel I am better able to serve my clients as well as my lenders.

Membership in FAMB distinguishes one mortgage broker from another. Our members are a cut above the rest as they subscribe to a strict code of ethics, promising to adhere to best business practices. Let's remind ourselves what it means to be a member of FAMB.

1. The Mortgage Professional shall act in accordance with all state and federal regulations.
2. The Mortgage Professional shall conduct business affairs with honor and integrity.

3. The Mortgage Professional shall not offer or advertise terms or conditions that are not available.
4. The Mortgage Professional shall abide by Federal Regulations promulgated by the Federal Trade Commission with regard to advertising.
5. The Mortgage Professional shall abide by all agreements, written or oral made to the public.
6. The Mortgage Professional shall not speak disparagingly of the business practices of a competitor.
7. The Mortgage Professional shall maintain separate accounts for the deposit of trust or escrow funds.
8. The Mortgage Professional shall keep complete and accurate records of all mortgage transactions.
9. The Mortgage Professional shall make representations in other areas of expertise only when duly licensed or accredited in that field.
10. The Mortgage Professional shall become knowledgeable as to new and innovative mortgage financing alternatives by attending educational seminars.
11. The Mortgage Professional shall not profess an opinion of title or warrant the legal ownership of property unless duly licensed or authorized to give this opinion or warranty.
12. The Mortgage Professional shall keep all information acquired confidential unless release is authorized by the individuals in question.
13. The Mortgage Professional shall not create, distribute or dispense any information that is known to be false, fraudulent or illegal.
14. The Mortgage Professional shall comply with the By-Laws and Code of Ethics of FAMB.
15. The Mortgage Professional shall promote and support the actions and positions of FAMB.

Being a part of an association that keeps onerous legislation out of our everyday business and allows us to earn a good living is a benefit to our borrowers and our members. FAMB through its Foundation provides my team and I with the best industry education there is. This service is FREE to our professional, originator and affiliate members and discounted to our supporter members. The FAMB Education Foundation delivers interesting courses that deal with our everyday job—originating and processing loans. FAMB brings first-hand information to the membership relative to federal and state legislation. They work with our regulators and legislators and keep an open dialogue. As a member of FAMB you are a part of the largest state mortgage association in the union and we are the largest national affiliate of NAMB. NAMB often looks to the FAMB leadership for information and support.

FAMB's annual convention is another huge benefit of membership. In just four days you can utilize the cutting-edge courses that are offered, while completing all continuing education needed to satisfy Florida's license renewal requirements. The two-day tradeshow is filled with lenders looking to create and cultivate a good working relationship with you, our industry professionals. Our social events are second to none. The volleyball, golf, speakers, evening events and entertainment at the annual gala are always first rate. Attend one annual convention and you will be back again and again.

Having worked at the chapter level and now at the state level, I have found that giving myself to FAMB's service and leadership has been very rewarding. Our members make the difference and being the President and leader of this membership is an office I serve with great pride. I ask, "What can our organization provide you in return for your time and money?" Please take a moment to provide the organization with your input and feedback.

FAMB "Exceeding Expectations"

Sincerely,
Patrice Yamato, CRMS, FAMB State President