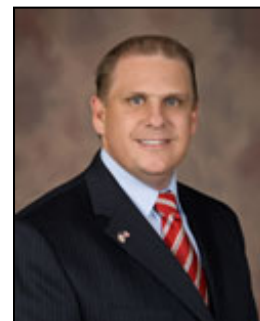


## June President's Message

Where has the time gone? I can't believe it is June already and time for me to bid you farewell as your 2007-2008 FAMB President. I would personally like to thank you, the FAMB membership, for another year of success. Without your support and determination to continue to make our voice heard, where would we be right now? With strength in numbers, we have again made our mark in the mortgage broker industry.

I would like also to take this opportunity to thank those volunteers who have served this year as FAMB Board members, Committee members or Committee Chairpersons. Thank you for your time and efforts in continuing to make our Association and industry strong. We could not have accomplished what we have done this past year without your help and commitment. I know it is not easy being a volunteer, committing your time away from your families and businesses. I sincerely appreciate your dedication to the FAMB as we all continue working to ensure that our doors stay open and our livelihoods continue to thrive.



D. Ritch Workman , CRMS  
Workman Mortgage Company

With that said, what an exciting and yet challenging year it has been. As the oldest state trade association in the country that is dedicated to serving the mortgage broker industry, we have many accomplishments to be proud of in 2007-2008. Just look at how far we have come and what we as a group have done:

- Media Interviews - FAMB has been featured in more media outlets this year than I can count. I have traveled around the state to meet with Editorial Boards from The Sun-Sentinel, The Orlando Sentinel and The Tampa Tribune. Beyond that, FAMB is recognized as an expert industry source and has been quoted by these top consumer and trade media sources both in Florida and nationally:
  - o Wall Street Journal
  - o New York Times
  - o Associated Press
  - o Dow Jones Newswire
  - o FOX Tampa
  - o Flashpoint News
  - o WMFE Radio Orlando
  - o FloridaToday.com
  - o Miami Herald
  - o Tampa Tribune
  - o St. Pete Times
  - o Florida Times Union
  - o Orlando Sentinel
  - o Orlando Business Journal
  - o South Florida Sun-Sentinel
  - o Tallahassee Democrat
  - o Mortgage Law Central
  - o Broker Magazine
  - o Brokernewswire.com
- Tallahassee Day - Let's just say that our 2008 Tallahassee event was HUGE! FAMB members came out in force in their matching blue shirts emblazoned with our logo. We held an open BBQ that was attended en masse by Legislators and staff. We meet as a group with Governor Charlie Crist (in the Cabinet meeting room, Speaker of the House, Marco Rubio, on the Floor of the House and Senator Bill Posey in the Senate Chambers. We certainly made an impact and have secured our position as a force at the Capital.
- Legislative accomplishments - With our industry suffering from the aftermath of the boom-bust we have faced and are facing a mutli-sided attack on our industry. We are loosing lenders and loan programs and both our state and federal governments want to pass mortgage related reform bills. Based in no small part to our presence in Tallahassee, FAMB was successful in keeping any new anti-broker reform from taking place in Florida. On the federal level, the Government Affairs Committee and leadership are continuing the fight to preserve our industry. From FNMA, FHLMC, FHA, the FED and HUD our hands have been full. I expect they will remain that way for some time. However, with the excellent support and guidance from our sister organization, NAMB, I feel our voice will continue to be heard.
- H.O.P.E Task Force (Home Ownership Promotes the Economy). As a result of our statewide acceptance as the leading voice for the mortgage broker industry; Governor Charlie Crist appointed me to serve as a member of the HOPE Task Force. With participation from bankers, credit unions, consumer groups and legislators the Task Force made some impressive recommendations to the Governor. These recommendations can be viewed online at [www.myflorida.gov](http://www.myflorida.gov).

- Exhibit at FAR Trade Show - For the first time FAMB was an exhibitor at the FAR convention. Special thanks to Jay Scharff for his extra efforts to make sure we were well represented among our Realtor counterparts.
- Lending Integrity Seal of Approval - Florida became one of the first states authorized to approve our members for NAMB's Lending Integrity Seal of Approval. Several hundred members have since applied and are now using the Seal to promote themselves.

To be candid, I will accept my soon to come role as your Immediate Past President with mixed emotions. On one hand, this job has been far more demanding than I had expected. With nearly daily interviews and conference calls I sometimes wondered what I had gotten into. On the other hand, man what a ride it has been. For those very same reasons it was a never ending roller coaster ride of accomplishments, failures and everything in between.

I want to close with an announcement and a parting thought. First my announcement. After spending a year dealing with both State and Federal legislative issues, and coming to understand that the vast majority of our legislators fail to understand both our role and the benefits we bring to the consumer, I have decided to declare my candidacy for the Florida House of Representatives. I am a current candidate seeking election for District 30. I believe a return to the basic role of Government is in order and I intend to be a voice for the small business owner. Instead of looking for ways to pass new mortgage related laws, I intend to seek funding to enforce the laws already on the books. I think the vast majority of you would agree that if the Government would simply enforce the laws on the books we could stamp out mortgage related fraud and deceptive acts. If you would like to learn more about me as a candidate, please visit my campaign website at [www.ritchworkman.com](http://www.ritchworkman.com).

Now for my parting thought. These are tough times. We are being forced to rewrite how we do business on nearly a daily basis. The basic fundamentals we have come to rely upon are being shaken and tested. It is difficult to know just what to expect. The old question still rings true - is that a light at the end of the tunnel or an oncoming train? I wish I had the answers for you. For us - heck for me! But it's anyone's guess. Here is what I have come to know; America is built on the shoulders of small business. We, the small mortgage broker, are the most important source of mortgage originations in this Great Land. Thanks in no small part to the Mortgage Broker; America is experiencing the highest level of homeownership in its history. This country, and its ability for the common citizen to own property, is the envy of the world.

Stand tall and be loud! You are a huge and vital part of America's backbone. Without you millions of Americans would never have had the opportunity to own their piece of the American dream. Sure, there are bad players, but you are not one of them. You are a friend to the consumer; offering counsel, advice and a fair priced mortgage. We are a needed and valued player in the mortgage industry. Remember your roots and stand firm on the ethics and morals that build our business. Do not let the media shape our image. We are licensed, educated and regulated mortgage brokers. Stand with me and together we will preserve our industry, our reputations and our livelihoods.

If you are not an FAMB member please consider joining today. Your industry needs your support and participation. There is strength in numbers. You can learn more about the Association at [www.famb.org](http://www.famb.org).

Thank you for allowing me the honor and privilege to have served our industry.

May God bless you.



D. Ritch Workman, CRMS  
FAMB President

To view previous President Messages