



Connecticut Mortgage Bankers Association, Inc.

The CMBA Production Committee  
Invites you to

# Business Development Techniques From Top Producing Loan Officers in Connecticut

Thursday, September 21, 2017

Hilton Garden Inn

1181 Barnes Road, Wallingford, CT 06492

8:30 A.M. Registration and Continental Breakfast

9:00 A.M. - 12:00 - Noon Panel

Cost: \$90.00 CMBA Members \$125.00 Non Members

Moderator

James Morin, Norcom Mortgage

Panel

Joseph Antonios - United Bank

Joseph Chelednick - Fairfield County Bank

Charles Masse - Norcom Mortgage

Lisa Nicholas - Prime Lending

David Sevigny - Northpoint Mortgage

David Zamary - First County Bank

Discussion

Come hear a panel discussion by some of the top producing loan officers in Connecticut. These loan officers accounted for a total \$300 hundred million last year and over \$1 billion in the last three years. Not surprisingly, they all do things in their own unique way.

Whether you have recently begun originating loans or you're an old hand, you're sure to hear some interesting ideas and learn new techniques at this seminar.

Business Development Techniques, Thursday, September 21, 2017

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

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