



April 28 Webinar Recap

Working Effectively and Efficiently from Home: Top 20 Habits and Tips from Top Producers

The times they are a changing! Right now it seems as if the world is in a constant flux with Covid-19 taking center stage. The majority of the MBA of the Bluegrass members are working from home which is fortunate. However, being at home can bring challenges. **Becca Rust-Goldsberry**, from **Southwestern Consulting**, presented, via a webinar, 20 tips in working efficiently at home.

Becca is a Certified ELITE Level Leadership and Sales Coach and a Certified Sales Trainer. For the past 12 years, she, too, has been working from home. Right now, she said, a lot of stuff is out of our control. We CAN control our attitudes and activities. We CAN influence people, interruptions, and customer investment. We must accept external circumstances.

1. Set up your office—have a dedicated, uncluttered space and a dedicated phone
2. Schedule your week—home workers tend to work more than those that go into an office. The schedule is our life line. Time block work.
3. Figure out how much your time is work. Figure out your hourly rate.
4. Positive Self Talk—build yourself up with positive speak.
5. Set boundaries with family and friends—turn off the news, create visual cues that let kids know when you are busy.
6. Work smarter and not harder—have a goal tracker
7. Utilize virtual meetings/virtual social gatherings
8. Go back to fundamentals—practice makes perfect
9. Don't start your day in PJ's!
10. Set a morning routine—don't check e-mails right away
11. Take short breaks
12. Create a rewards system—create a daily goal, create the reward you want for the day
13. Stay off social media
14. Create a vision board
15. Accountability—check in with your colleagues to see how you are doing

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16. Invest in yourself—how are you being a student of the game?
17. Have a good collection of tech gear—Blue Parrot headset, Jabra Puck microphone
18. Use technology to stay connected
19. Have a good internet connection!
20. Have a back up plan—prioritize your list and add flex time to your schedule.

We don't know what the future holds as far as social distancing and the financial markets because of Covid-19, but these tips could keep everyone on track.

Becca can schedule sales trainings for your firm. Contact her at (812) 521-4574, bgoldsberry@southwesterncoaching.com



2020 MBA of the Bluegrass Inc. Board Officers

President—Tyler Gossett, (859) 588-5820, tyler.gossett@53.com

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CARES (Coronavirus Aid, Relief, and Economic Security) Act Conference Call Discussion and Answers

With all of the complexities of the recently passed CARES Act, Wayne Thompson with Bankers Mortgage Consulting, organized a conference call with Dan Taylor, Financial Services Policy Advisor for Congressman Andy Barr, and Dan discussed the mortgage components of the Act on a conference call Tuesday, April 28.

Mr. Taylor talked about PPP, the Paycheck Protection Program, TALF, Term Asset-Backed Securities Loan Facility, and the Main Street Lending Program. He then discussed how the CARES Act could help families from losing their homes because of job furloughs. As the situation is very fluid at the time of this writing, lenders can keep up to date with changes by following MBAKY e-mails, the US Department of Treasury website, <https://home.treasury.gov/policy-issues/cares>, and the Mortgage Bankers Association website at <https://www.mba.org/>

Reach Dan Taylor at dan.taylor1@mail.house.gov

Looking for Members!



Do you know a bank, an attorney, a title company, an insurance company, or mortgage lender who should be a member of the MBA of the Bluegrass??? Please be inviting! **Contact any of the board members listed on the website.**

“Remember, members do business with members.”

MBA of the Bluegrass 2020 Board Officers and Directors

Board Officers—

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Abdul Muhammad—WesBanco Bank

Adam Asher—Liberty Mutual Insurance Company

Shirley Riley—Community Trust

Title: Share of Mortgage Loans in Forbearance Increases to 6.99%**Source: MBA****Date: April 27 2020****Contact: Adam DeSanctis, adesanctis@mba.org****(202) 557-2727**

MORTGAGE BANKERS ASSOCIATION

WASHINGTON, D.C. (April 27 2020) The Mortgage Bankers Association's (MBA) latest **Forbearance and Call Volume Survey** revealed that the total number of loans now in forbearance increased from 5.95% of servicers' portfolio volume in the prior week to 6.99% as of April 19, 2020.

Mortgages backed by Ginnie Mae once again showed the largest growth (1.47%) from the prior week and had the largest overall share of loans in forbearance by investor type (9.73%). The number of loans in forbearance for depository servicers rose to 7.87%, while the number of loans in forbearance for independent mortgage bank (IMB) servicers increased to 6.52%.

"Over 26 million Americans have filed for unemployment over the last month, leading to nearly 7 percent - 3.5 million - of all mortgage borrowers asking to be put into forbearance plans. For FHA and VA borrowers, the share of loans in forbearance is even higher, at 10 percent," said Mike Fratantoni, MBA's Senior Vice President and Chief Economist. "Forbearance requests fell relative to the prior week but remain roughly 100 times greater than the early March baseline. While the pace of job losses have slowed from the astronomical heights of just a few weeks ago, millions of people continue to file for unemployment. We expect forbearance requests will pick up again as we approach May payment due dates."

Added Fratantoni, "The combination of stimulus payments, expanded unemployment insurance benefits, further fiscal and monetary actions, and states reopening will hopefully begin to stabilize forbearance requests and the overall economy."

Key findings of MBA's Forbearance and Call Volume Survey - April 13-19, 2020

- Total loans in forbearance grew relative to the prior week from 5.95% to 6.99%. In comparison, only 0.25% of all loans were in forbearance for the week of March 2.
- By investor type, Ginnie Mae loans grew the most relative to the prior week: from 8.26% to 9.73%.
- The share of Fannie Mae and Freddie Mac loans in forbearance increased relative to the prior week: from 4.64% to 5.46%.
- The share of other loans (e.g. private label securities and portfolio loans) in forbearance increased relative to the prior week: from 6.43% to 7.52%.
- Forbearance requests as a percent of servicing portfolio volume (#) dropped relative to the prior week: from 1.79% to 1.14%.
- Weekly servicer call center volume:
 - As a percent of servicing portfolio volume (#), calls increased from 8.8% to 10.0%.
 - Hold times remained relatively flat relative to the prior week at 5.0 minutes.
 - Abandonment rates increased slightly from 9.7% to 9.9%.
 - Average call length rose for the fifth consecutive week from 7.6 minutes to 7.7 minutes.
- Loans in forbearance as a share of servicing portfolio volume (#) as of April 19, 2020:
 - Total: 6.99% (previous week: 5.95%)
 - IMBs: 6.52% (previous week: 5.69%)
 - Depositories: 7.87% (previous week: 6.57%)

MBA's latest Forbearance and Call Volume Survey covers the period from April 13 through April 19, 2020, and represents almost 77% of the first-mortgage servicing market (38.3 million loans).

2020 Committees

The next two pages have the committees for 2020. If you want to plug in and do more for the MBA of the Bluegrass please contact one of the board officers or committee chairs.

Legislative—Is responsible for reporting to the Board of Directors and the membership any current activity on local, state, or national legislative issues.

Committee Chair—Tim Vaughan, (859) 327-0085,
tim.vaughan@supremelending.com

By-Laws/Ethics—Reviews the by-laws and proposes any changes that are necessary. Responsible for inquiries or accusations against members and reporting to the Board of Directors their findings and recommendations.

Committee Co-Chairs—Brenda Weaver, CMB, (859) 221-2821, bweaver@ehomenetwork.org and Bryan May, (859) 539-5626,
bmay@centurymortgage.com

Finance—Shall prepare a budget of the estimated income and expenses of the organization for the year.

Committee Chair—Brad Howard, (859) 281-5217, brad.howard@pnc.com

Membership—In charge of recruitment and retention. They will devote their attention to the proper welcoming of new members and guests and to strive to encourage friendships among members.

Committee Chair—Abdul Muhammad, (859) 244-7254,
AMuhammad@wesbanco.com

Affiliate Relations—This committee is responsible for promoting and recruiting affiliate members to the organization. This involves planning and conducting special events for our affiliates.

Committee Chair—Alison Sheshull, (859) 771-6423, alison@bluegrasslandtitle.com

2020 Committees Continued:

Education/Programs—This committee is responsible for organizing meetings, identifying location, scheduling speakers, and securing sponsorships for the events. Additionally this committee is responsible for arranging any special events like the golf outing and Christmas party. This committee selects topics, arranges dates/times, and secures speakers for Educational Roundtables to educate the membership.

Committee Chair—Mitch Florence, (859) 533-0764, MFlorence@republicbank.com

PR/Communications/Social Media—Supplies monthly notices concerning the organization meetings and other interesting information of the membership to newspapers, radio and television stations.

Committee Co-Chairs— Jason Heflin, (859) 621-6592, JHeflin@loandepot.com, Wayne Thompson, wthompson@bankersmortgageconsulting.com

Awards

Committee Co-Chairs—Wayne Thompson, wthompson@bankersmortgageconsulting.com, and Brenda Weaver, CMB, (844) 243-4663, bweaver@ehomenetwork.org

Nominations

Committee Chair—Jason Heflin, (859) 621-6592, Jheflin@loandepot.com

Important Websites to Know

Mortgage Bankers Association of Louisville

<http://www.mbalou.org>

Mortgage Bankers of Kentucky

<http://www.mbaky.org>

The National Mortgage Bankers Association

<http://www.mortgagebankers.org>

Mortgage Fraud Blog

<http://www.mortgagefraudblog.com/>

FBI Mortgage Fraud

<http://www.fbi.gov/page2/dec05/operationquickflip121405.htm>