

## MORTGAGE BANKERS PARTNERING WITH ARCH MI TO PRESENT:

**Sharpen Your Sales Skills:  
Seize Market Share in a Purchase Market**



Blaine Rada, CSP

**Date:** Wednesday,  
March 14, 2018

**Time:** 9:00 AM Seminar

**Lunch:** 12:00 Noon

**“NEW LOCATION”**  
**Pine Tree Country Club,**  
**5100 Pine Whispers Dr.**  
**Birmingham, Alabama**  
**35210**

Member's Cost  
Seminar/Luncheon - \$49.00  
Luncheon Only-\$30.00

Non-Member's Cost  
Seminar/Luncheon - \$69.00  
Luncheon Only - \$50.00

**Earn 3 CE Credits toward  
ALAMB (Alabama**



## Morning Session Only

## Presented by: Arch MI

**Topic: Sharpen Your Sales Skills: Seize Market  
Share in a Purchase Market**

### Description:

- Learn how to differentiate yourself from the competition and gain market share by becoming the best choice for mortgages among borrowers and Realtors®.
- Learn effective selling skills and interpersonal techniques that earn you more business, attract better-quality loans and enable you to become a trusted advocate for your borrowers.

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**Accredited Mortgage  
Banker)**

**[Register](#)**

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**This is the makeup session from  
Tuesday, January 16<sup>th</sup>.**

**Blaine Rada, CSP**

Senior National Trainer & Instructional Designer  
Blaine is an accomplished training professional with a unique ability to explain, coach and inspire, no matter how complex the topic. He develops and conducts versatile training sessions that teach key industry skills. Previously, Blaine developed and managed a multi-format program of webinars and live training acclaimed throughout the industry at CMG Mortgage Insurance Company. He holds a Certificate in Distance Education from Indiana University and is a member of the National Speakers Association. Blaine has earned the Certified Speaking Professional (CSP) designation, a recognition held by fewer than 15% of professional speakers worldwide.

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Name		E-Mail	
Company		Phone	
Address			
City	State	Zip	

Name		E-Mail	
Company		Phone	
Address			
City	State	Zip	

Name		E-Mail	
Company		Phone	
Address			
City	State	Zip	

**Payment Information**

Credit Card:      Visa      \_\_\_\_\_      MasterCard      \_\_\_\_\_      AmEx      \_\_\_\_\_

Card #	Expiration Date
Company	Phone
Amount	\$

**Please Bill My Company**

Contact		E-Mail	
Company		Phone	
Address			
City	State	Zip	
Amount	\$		

**Mail Checks to: Mortgage Bankers Association of Alabama, P.O. Box 230425, Montgomery, AL 36123**