



October Newsletter

President's Message



My fellow members,

I am happy to bring to you some very positive news as we enter the 4th quarter of 2020, the year we'll never forget! As we find our way through a year like none other, I'm happy to report that we are in a solid financial standing as an organization thanks for your continued commitment to the organization and the financially responsible decision making of our prior Boards and our Executive Director, Al Thorup.

We are committed to our members this year and will continue to both offer great educational opportunities virtually as well as represent your best interests in the state legislature. The IMBA is focused on repealing the "Witness Rule", SB 340, in the 2021 Legislative Session and are partnering with the Indiana Land Title Association to make sure that happens for the best interest of both organizations' membership.

A renewed focus on Social Media has really picked up this year, I'd encourage you to go join the LinkedIn group for the IMBA and "Like" the IMBA Facebook page as well. These tools are more important than ever to stay connected as an organization through virtual means, while in-persona social opportunities remain limited.

Thank you for your upcoming membership renewal and please, feel free to reach out if you would like to get further involved in the IMBA or have any suggestions for ways to add value for your organization.

Sincerely,

Bryan Traylor, CMB, AMP
Centier Bank
2020/2021 IMBA President
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Executive Director

As we head into the final stages of 2020, thank goodness many would say, we are looking at 2021 with hope that we will have a vaccine for COVID or, short of that, treatments what would allow for our nation to go back to a closer state of 'normal'!

With that in mind, as Education Chair Joel Scheer notes below, we are planning for multiple scenarios in regard to our meetings to be able to continue to deliver quality and timely presentations and information to you!

I would like to also share some additional news with you as we recently added two new members, [SettlementOne Data, LLC](#) and [Silverton Mortgage](#).



Vice President of National Sales, Anthony Ruiz is covering the state, and is responsible for relationship management and services offered by them, including mortgage credit as well as data & verification products and services. They also offer full-service appraisal management. Anthony also continues to serve IMBA as a Director at the Greater Indianapolis Chapter, and, is the Vice President of Habitat for Humanity of Indiana.

Chris Pickrell is the **Area Sales Manager** for Silverton, founded in 1998. They have offices in 8 states, primarily in the Southeast, and recently opened their office in Indianapolis.

Additionally, we started our fall Future Leaders class this week with 19 students, including 3 from the MBA of Kentucky as we are doing this virtually, and plan to re-start in-person training some time in 2021.

Finally, the e-mail I have been using since 2008, will soon be replaced with a new one on a more secure platform. That address, which is up and running now is: execdir@indianamba.org. I will be using that as primary in November and will send out a separate communication in regard to this, as well as update the website. An additional e-mail address has been created for my assistant Wendy Bayley, which is: admin1@indianamba.org.

Stay safe and I look forward to being able to see many of you in person later this year or in early 2021!

Alan Thorup, CRMP
Executive Director
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Education Chair



While we were disappointed, we could not have an in-person convention this year, we are happy with the results of our virtual one in September. We received very good feedback concerning the speakers and topics covered, and the webinar program we utilized worked very well, including the ability of attendees to download the presentations while listening to and viewing them on-screen!

Looking ahead to the 4th quarter and into next year, the Education Committee met virtually last and discussed several events, including; a possible virtual meeting (1 - 1 1/2 hours max.) in November or early December with speakers discussing the election results and how they might impact mortgage banking, the March 9th Production Conference, and, the June 8th and 9th State Convention.

While we hope to be able to offer both the Production Conference and State Convention as in-person events, we are also looking into and planning for the possibility of both of these being virtual. As such, we have already started to discussed topics, and have secured some speakers for each who have agreed to do their presentations either in person or virtually.

Best wishes to all for a great 4th quarter and, as always, our committee and association leadership is open for suggestions that our members have in regard to YOUR needs for education and training!

Joel Scheer, Ruoff Mortgage

2020/2021 Education Chair

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