

**FREE
TRAINING**

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MEETING NOTICE



COLORADO CREDIT UNION REAL ESTATE NETWORK

We make mortgage loans!

Tuesday, September 12th – 9:00 AM to 1:00 PM

Training Room

Red Rocks Credit Union

9325 Dorchester Street, Suite 200

Highlands Ranch, CO 80129

Please RSVP with attendee names to curen@redrocks.org

Presentations:



Working with REALTORS®!

Presented by



Richard Sands, CRS, is the Executive Director of the Coldwell Banker Real Estate Academy and will speak to us on the uniqueness on doing business with Realtors. Rich taught High School for 15 years, then become a Certified Residential Specialist (CRS) and successfully selling Real Estate for 10 years before taking on his present position since 2000. Bringing his nearly 80,000 miles as a runner and 20 years of coaching elite athletes, Rich will deliver his unique perspective on top-producing REALTORS® who he believes share many traits with the world's finest athletes. Rich will motivate you and your staff to take their business to the next level!

Mortgage Officer Compensation Update

Minimum Wage Exemption for Outside Sales Employees under the Fair Labor Standards Act

The FLSA requires that most employees in the United States be paid at least the federal minimum wage for all hours worked and overtime pay at time and one-half the regular rate of pay for all hours worked over 40 hours in a workweek. However, Section 13(a)(1) of the FLSA provides an exemption from both minimum wage for employees employed as bona fide executive, administrative, professional and outside sales employees. A recent court case awarded \$93,000 in back wages to commission paid loan officers who earned over \$100K annually. *Do you know what you need to know regarding having commissioned originators or outside sales personnel with a minimal base pay?* Michael Belo, Esq., Partner with Berenbaum, Weinshienk & Eason will speak on this topic and answer other Employment Law questions.

Technology Update

What is the progress of eNotes and eMortgages? Are your systems capable?

Breakfast and Lunch provided by  featuring food from



& **Qdoba™**

Breakfast will start at 8:30 a.m.