

NEXA Fest 2021 Itinerary

Friday, October 15

8:30 AM to 8:45 AM

Mat Grella Speech (15 min)

8:45 AM to 9:55 AM

Barry Habib Speech (70 min)

“Exponential Growth by Removing Points of Friction”

9:55 AM to 10:00 AM

Break (5 min)

10:00 AM to 10:30 AM

Breakout Session 1

Room MN - “Facebook Ads for Beginners” [DJ Christofferson](#)

[Introduction of breakout room: LeadPops](#)

Room KL - “Workflow + Automation” - [SMP & Nelson Thompson](#)

[Introduction of breakout room: My Credit Guy](#)

Room Main - “Developing Realtor Relationships” [The DuPont Team - Jason duPont](#)

[Introduction of breakout room: Avantus](#)

10:30 AM to 10:40 AM

Break (10 min)

10:40 AM to 11:10 AM

Breakout Session 2

Room MN - Top Revenue Share - [Branden Himler](#), [Michael Neill](#), [DJ Christofferson](#)

[Introduction of breakout room: Caliber](#)

Room KL - Top Individual Producers - [Wade Betz](#), [Matthew Ballantyne](#), [Sarah Stewart](#)

[Introduction of breakout room: Coast to Coast Title](#)

Room Main - Top NEXA Branches - [Jason DuPont](#), [Derek Bobadilla](#), [Tom Mancuso](#)

[Introduction of breakout room: Stearns](#)

11:10 AM to 11:20 AM

Break (10 min)

11:20 AM to 11:50 AM

Breakout Session 3

Room MN - “Private Equity Banking” - [The Insurance Team](#)

[Introduction of breakout room: Homepoint](#)

Room KL - “VA and FHA Manual Underwrite / 12 month Bank Statement Program” - [Nations Direct](#)

[Introduction of breakout room: Equity Solutions, USA](#)

(5 min break for transition to lunch)

11:50 AM to 12:40 PM

Lunch (50 minutes)

12:40 PM to 1:25 PM

Class Valuations, NAN & Kairos Appraisal Services (45 min)

1:25 PM to 2:55 PM

Glenn Stearns (CEO of KIND Lending), Kevin Peranio (Chief Lending Officer of PRMG), Eddy Perez (CEO of Equity Prime Mortgage), Allen Beydoun (Executive Vice President of UWM), Laura Brandao (President of AFR), Katie Sweeney (CEO of AIME) (90 min)

2:50 PM to 3:00 PM

Break (10 min)

3:00 PM to 3:30 PM

Breakout Room Session 4

Room MN - Alternative Income Documentation Options & Our Credit Niches - [NP Inc Wholesale](#)

[Introduction of breakout room: HomeXpress](#)

Room KL - "EPM Broker Success- Communication, Technology, Products" - [EPM](#)

[Introduction of breakout room: PRMG](#)

Room Main - "UWM Tools/Fastest Purchase Transactions in the Country" - [UWM](#)

[Introduction of breakout room: NextUs Lending](#)

3:30 PM to 3:35 PM

Break (5 min)

3:35 PM to 3:45 PM

NEXA/Broker Cares Announcement (10 minutes)

3:45 PM to 4:10 PM

Mike Speech + ET Intro (25 minutes)

4:10 PM to 4:55 PM

Keynote Speaker Eric "ET" Thomas (45 min)

4:55 PM - 5:00 PM

Wrap up & Out