

COMMERCIAL/MULTIFAMILY

Frequently Asked Questions

1. How do I become a member?

You already are a member — if your company is an MBA member and pays its annual dues, then all employees of your company are automatically members.

If you are not sure if your company is a member or your company would like to become a member, please contact Leah Logan at (202) 557-2752 or llogan@mortgagebankers.org

2. How do I get information about MBA initiatives?

MBA communicates information to members in various mediums, all of which are available to you:

- **Current industry issues** — up to the minute news on key issues by e-mail to committee members
- **MBA Web site** — visit the commercial/multifamily section of MBA's Web site at www.mortgagebankers.org/cref.
- **Committee Updates** — each committee has an individual web site page; look for committee meeting notes, notices of conference calls and links to standards affecting each committee on the committee web pages.
- **MBA's Commercial/Multifamily NewsLink (every Thursday)** — an electronic weekly newsletter used to inform MBA members on issues specific to the commercial/multifamily real estate finance industry and MBA initiatives.
- **MBA NewsLink (daily)** — a daily electronic newsletter sent to all MBA members predominately covering residential/housing finance issues, with some commercial/multifamily information.
- **Research DataLink (quarterly)** — a quarterly electronic newsletter exclusively for commercial/multifamily MBA members providing quarterly analysis of the pertinent research and economic information within the commercial/multifamily markets. *DataLink* includes the *Quarterly Data Book*, which is also available on the web at www.mortgagebankers.org/cref.
- **Mortgage Banking magazine (monthly)** — Articles on commercial and residential industry issues. February's issue includes the *CREF/Multifamily Convention & Expo Show Guide* and July's issue is devoted to articles about the commercial/multifamily industry.

If you are not signed up for these opportunities, please contact Belinda McGill at (202) 557-2745 or bmccgill@mortgagebankers.org.

3. How do I get involved?

There are many ways to get involved:

- **Join a Committee** — you can sign up for as many committees as interest you. To sign up for a committee and to learn about all the committees, use MBA's quick and easy Committee Enrollment Form available on the MBA web site at: www.mortgagebankers.org/cref.
- **Join a Working Group** — most of the work on specific issues is discussed and vetted in our working groups. You may join as many working groups as you would like. To join a working group, please contact the MBA staff member responsible for the working group you are interested in joining. To see a list of the MBA committees and the designated staff member, please visit the MBA Web site at: www.mortgagebankers.org/cref.
- **Attend a Committee Meeting** — all 12 standing committees meet at least once a year at the CREF Convention. You may attend one or more committee meetings to decide if you would like to join the committee(s) and throughout the year by open committee conference calls. The committee meetings at this year's CREF Convention will be held on Sunday, February 3, 2008 at the Walt Disney World Swan and Dolphin in Orlando, Fla. Many committees also hold conference calls throughout the year.
- **Write an article for MBA's Commercial/Multifamily NewsLink** — we encourage our members to write articles on issues facing the commercial real estate/multifamily finance industry. Please send any article ideas and written pieces to Mark Cobb at mcobb@mortgagebankers.org.
- **Write an in-depth Mortgage Banking article** — members are welcome to write a full length article for the *Mortgage Banking* magazine. For more information about how to submit an article, please review the *Mortgage Banking* Writers Guidelines at: www.mortgagebankingmagazine.com/pdf/writers.pdf or contact Editor in Chief, Janet Hewitt, at jhewitt@mortgagebankers.org.
- **Bring new ideas to the MBA** — all members are welcome to raise new issues that are appropriate for MBA involvement and industry discussion. We encourage you to contact any MBA staff member with new ideas and potential projects.

4. How do I get involved in legislative initiatives?

MBA has dedicated staff who work solely on legislative issues at the federal and state level. To become more involved:

- Join the Commercial/Multifamily Legislative Committee — the best way to receive immediate up-to-date information on legislative issues affecting the industry. For more information about the Legislative Committee, contact Josh Denney at (202) 557-2816 or jdenney@mortgagebankers.org.

5. How do I learn about MBA Conferences?

Visit www.mortgagebankers.org. You may also receive promotional material about a particular event through an e-mail or brochure informing you of upcoming programs. In addition, each MBA commercial/multifamily signature event has its own web site where you can learn more about the program:

Commercial/Multifamily Capital Markets Conference

November 29-30, 2007-The Capital Hilton,
Washington, D.C.
<http://events.mortgagebankers.org/capmarkets2007>

Commercial Real Estate Finance/Multifamily Housing Convention & Expo

February 3-6, 2008 — Walt Disney World Swan and Dolphin, Orlando, Fla.,
<http://events.mortgagebankers.org/cref2008>

Servicing & Technology Conference

May 13-16, 2008 — Hilton Chicago, Chicago, Ill.
<http://www.mortgagebankers.org/conferences>

Regional Servicing Training Forums

<http://events.mortgagebankers.org/regionalservicingforums>

Commercial Real Estate Collateralized Debt Obligation (CRE CDO) Forums

<http://events.mortgagebankers.org/cdo2007>

6. How do I sponsor an event?

To become a sponsor at the annual CREF/Multifamily Convention & Expo, Capital Markets Conference or the Servicing & Technology Conference, please contact Mark Brady at (202) 557-2790 or mbrady@mortgagebankers.org.

7. How do I learn about MBA education opportunities?

MBA offers educational classroom training, audio programs, web-based courses, print-based courses and an online bookstore.

- To learn more about CampusMBA products and services, visit the CampusMBA Web site at www.campusmba.org/commercial
- To learn more about how you can qualify to earn the prestigious professional Certified Mortgage Banker (CMB) designation, read about the requirements on the Campus MBA Web site at www.campusmba.org/cmb
- To learn more about how you can qualify to earn the prestigious professional Commercial Certified Mortgage Servicer (Commercial CMS) designation, read about the requirements on the CampusMBA Web site at www.campusmba.org/commercialcms.

8. How do I learn about commercial/multifamily research products and services?

Easily access the most current information and analysis on the latest trends and statistics in commercial/multifamily mortgage finance by visiting www.mortgagebankers.org/cref or contact Jamie Woodwell, MBA's Senior Director, Commercial/Multifamily Research at crefresearch@mortgagebankers.org or (202) 557-2936.

9. How do I find MBA's industry standards and best practices?

MBA develops standards, best practices and guidance documents to help MBA members clarify an industry practice, streamline a process, offer consistent and accurate data or provide new information. MBA's current standards are available on the MBA Web site at: www.mortgagebankers.org/cref.

10. How do I learn what MBA is doing to advance the use of technology in the industry?

MBA has established a subsidiary, the Mortgage Industry Standards Maintenance Organization (MISMO®), that promotes and maintains voluntary electronic commerce specifications for the mortgage industry to increase process efficiencies in data capture, definitions and consistency. MISMO operates through workgroups made up of industry volunteers. It is through these workgroups that business and technical professionals come together to create the data specifications necessary to improve the speed and efficiency of related real estate finance transactions. To learn more about MISMO, please visit www.mismo.org. To learn more about how you can get involved, contact Dan Szparaga at dszparaga@mortgagebankers.org or (202) 557-2805.

