

**Mortgage Bankers Association
CREF Education Committee
MBA Annual Convention
October 29, 2000
San Francisco, California**

MINUTES

Committee Members in Attendance

Richard K. Juergens, Jr., Chairperson
James Morrison, Vice Chairperson
Helen Betts
John Ferber
Daniel Mulvihill
Linda Jones
Dennis Siefers
Thomas F. Wratten, CMB

MBA Staff in Attendance

Gail Davis
Adina Holmes
Anna Marie Kinerney
Dan Thoms

Richard K. Juergens, Jr., Chairperson, called the meeting to order at 10:10 a.m.

Adina Holmes, MBA Senior Publications Specialist, discussed the success of the *Commercial Real Estate Finance Basics* book released in April 2000. She also stated that a new publication on environmental liability is underway. Ideas for new publication topics were solicited. All CREF publications are listed in the new *Products and Services* catalog and will be on display at the MBA booth in the Exhibit Hall.

Chairperson Juergens then introduced Dan Thoms, Director, MBA Distance Education. Mr. Thoms discussed the print-based correspondence courses and announced that MBA currently offers 24 such courses. He then gave a power-point presentation explaining the new web-based courses available through CAMPUS MBA. Ten courses are currently available with 10 additional ones expected to be on-line by late November 2000. He announced that 20 State and Local MBAs have become affiliated with CAMPUS MBA and more are expected. He further explained the benefits of other services available through this web site. A discussion of the merits of this type of course delivery followed. Attendees agreed that this is a favorable method for certain educational programs and were pleased with the introduction of the in-depth web-based training.

Mr. Thoms continued with an explanation of the recent Audio Conferences and mentioned upcoming programs on fair lending, credit scoring, subprime lending, predatory lending and sales techniques. He asked for assistance with future programs directed at the Commercial Real Estate Finance audiences. James Morrison, Vice Chairperson, suggested that he contact GMAC and other large commercial companies for topics.

A discussion of the in-residence CREF Underwriting courses followed. Concern was expressed about the number of attendees, although it was noted that historically these programs have not drawn large attendance. Chairperson Juergens asked for suggestions on steps to be taken to increase interest in these programs.

Thomas F. Wratten, CMB, then asked for recognition from the Chair to discuss the Chartered Realty Investor Society. Mr. Wratten explained this organization's mission is to establish and maintain professional standards in commercial real estate investment through the Chartered Realty Investor (CRI) certification program. He stated that MBA along with a number of other organizations had endorsed the Society by making financial contributions. He asked for further support from the committee members though promotion at future MBA activities and distributed a number of brochures for the Society. Interest was expressed in CAMPUS MBA and how it might be incorporated into the workings of the Society. Mr. Wratten and Mr. Thoms will explore this

possibility.

Linda Jones, a member of the CREF Education Task Force on Colleges and Universities, gave an update on the work of the Task Force. Five universities were named by the Task Force as recipients of funding from MBA for the establishment of CREF courses. These are Colorado State University, Texas A&M University, University of Nebraska at Omaha, University of San Diego and University of Wisconsin. All of the institutions have received the first installment of their grants and are in the process of setting up Oversight Boards and developing curricula for course offerings in Fall 2001. Chairperson Juergens indicated that he felt the Task Force should continue as now structured to follow through with the universities in this effort.

The meeting was adjourned at 11:00 a.m.

Submitted by,

Approved by,
Richard K. Juergens, Jr.

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