

ReverseVision's Second Annual User Conference Draws Newcomers to Reverse Mortgage Industry

SAN DIEGO, Calif., March 13, 2017 (SEND2PRESS NEWSWIRE) – ReverseVision, the leading provider of software and technology for the reverse mortgage industry, drew a record crowd of reverse mortgage lenders, brokers and industry newcomers to its second annual user conference February 8–10 at the Hilton San Diego Mission Bay Resort and Spa.



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More than 90 companies attended the sold-out event, including many “new to the industry” participants who are exploring the possibility of adding the Home Equity Conversion Mortgage (HECM) and related products to their businesses. ReverseVision’s opening “HECM Facts Track” session, developed especially for new reverse mortgage originators, kicked off an agenda geared toward bringing traditional mortgage bankers into the reverse mortgage industry. Based on pre-registration figures, ReverseVision projected as many as 50 individuals would attend the session; in reality, attendance nearly doubled those expectations.

“Education is the key to onboarding new brokers,” said Fraser Tod, vice president of wholesale lending for American Advisors Group. “The fact that so many new companies who attended this year’s ReverseVision UserCon expressed interest in using a reverse mortgage product to supplement their success

shows a great deal of opportunity for all wholesale lenders.”

Other conference sessions covered a diverse array of topics designed to accelerate attendees’ reverse lending efforts in 2017, including compliance, data trends and technology training. Guest speakers from the nation’s top reverse mortgage lenders revealed best practices for marketing, networking and wholesale operations, while special session speaker Rob Chrisman and panelists from Fidelity Bank, Banner Bank and Yadkin Bank shared perspectives from traditional bank lending.

“As one of the nation’s top 10 reverse lenders, HighTechLending participates in many conventions. ReverseVision’s user conference is our favorite because of the great content and great attendance not just by owners, but by producers,” said Don Currie, president of HighTechLending. “Our first panel drew an audience of close to 100 lenders, all new to the industry. The next week we followed up by hosting a ‘Rock the Reverse World’ webinar that over 60 attended. We’ll definitely be back next year.”

“We are optimistic that so many new mortgage bankers attended to learn more about the HECM product and its essential place as a product or line of business in any mortgage banker’s strategy,” said Wendy Peel, vice president of sales and marketing for ReverseVision.

Peel elaborated, “Shifting interest rates are encouraging mortgage bankers to find a replacement for their dwindling refi businesses. Considering the more than six trillion dollars in home equity currently held by baby boomers, this lending product cannot be ignored as a viable product line serving a growing population.”

ReverseVision has already begun planning its next user conference, which will return to San Diego in February 2018.

“Ninety-five percent of this year’s attendees said they are more than likely to return in 2018,” said Kelly Kelleher, ReverseVision’s director of corporate marketing and events, “so we highly recommend registering early.”

Attendees and ReverseVision customers are encouraged to view handouts from this year’s conference by visiting <http://www.reversevision.com/handouts>.

About ReverseVision:

ReverseVision, Inc. is the leading software and technology provider for the reverse mortgage industry, offering products and services focused exclusively on the home-equity conversion mortgage (HECM) and related reverse mortgage programs. With nearly 10,000 active users, ReverseVision technology supports more reverse mortgage transactions than all other systems combined. The company’s comprehensive product suite also includes reverse mortgage sales and education tools and a dedicated professional services team. ReverseVision partners with some of the finest and fastest-growing banks, credit unions and lending organizations in the United States to provide its reverse mortgage technology to brokers, correspondents, lenders and investors.

A [2017 HousingWire TECH100™](#) company, ReverseVision has also been recognized

in Deloitte's Technology Fast 500™ listing. ReverseVision's annual user conference, the only event of its kind in the industry, brings together more than 200 lenders, vendors and educators each year to advance reverse mortgage lending. The company continues to build on its technology's pioneering capabilities with frequent enhancements aimed at boosting users' reverse mortgage volume, workflow efficiency and data analysis capabilities.

For more information, visit <http://www.reversevision.com/>

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