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**STRATEGIES FOR SUCCESS IN CONSTRUCTION LENDING
SEMINAR**

Exclusive Construction Lending Seminar December 2nd thru 4th is a MUST ATTEND event for any past, present, or future construction lender!

In the face of the worst housing cycle in the history of the United States, it is paramount for construction lenders to educate themselves on how to survive and how to capitalize when the market turns. The **Strategies For Success In Construction Lending** (SSCL) seminar has been doing just that for over 10 years.

Comprised of cutting edge information and education for both residential and commercial lenders, this two and a half day event is the only forum of its kind for the construction lending industry. Hosted by Granite Loan Management and Granite Commercial Management two of the country's leading construction risk mitigation companies and sponsored by The National Residential Construction Lenders (NARCL), a non-profit association, the SSCL seminar is being held December 2nd thru 4th at the five-star Ritz-Carlton in New Orleans, Louisiana.

“This year is the most vital year to attend SSCL, because lenders need help now more than ever, facing current market conditions. Regardless of an attendee's position, our seminar delivers an educational forum that provides data, networking, strategies and resources,” according to Granite President, Bill Cobb. “Our focus is to support the construction lending industry [in every capacity] in both the good and the hard times; and this event continues to keep a pulse on what's occurring across the industry.”

The SSCL event will encompass key issues of construction and risk management such as project cost analysis, permits, entitlements, public use, the secondary market, appraisals, single and multi-family construction in addition to the economic and market forecasts. The seminar will also include numerous forums and roundtables to offer attendees the most effective environment to evaluate business challenges, discuss strategic solutions, and network with their peers. “This seminar was put together with extreme professionalism. I've never attended a seminar [where] I received more relevant information and education,” said Deb Spurlock, CitiMortgage, Inc., of the 2007 event.

Opening the SSCL Seminar on December 3rd will be Keynote Speaker Lt. General Russell Honoré (Ret.), Commander of Joint Task Force Katrina. Honoré will outline the principles necessary to lead through unexpected and uncontrolled crisis. Doug Duncan, Chief Economist for Fannie Mae, will give the economic forecast,

following Honoré. Other highlighted speakers include; Marty Clarke, humorous author and leadership coach, Ivy Zelman, Analyst and CEO of Zelman and Associates, Jack Haynes, EVP of Countrywide Builders Division, Countrywide Home Loans and Tim Sullivan, President, Sullivan Group Real Estate Advisors.

Other seminars and presentations include; *The Changing Landscape of Commercial Construction Lending*, *The Anatomy of Commercial Projects: Cost Analysis and Review*; *Plots and Ploys of Residential Appraisals: Outsourcing and Regulatory Changes*, *The Changing Landscape of Commercial Construction Lending* and Haynes' and Sullivan's segment, *Current State of Residential Construction: Where Are We Headed?*

First held in 1998, the SSCL seminar was founded to provide a forum in which members of the construction lending industry could gather once a year to exchange thoughts and ideas. Now one of the most successful Seminars of its kind the two-day event is host to over 130 construction lending executives and program directors and over 50 different lending institutions across the country.

The SSCL Seminar is a part of the Ritz Carlton "Meaningful Meetings" with 10% of the event's hotel room revenue benefiting the local Habitat for Humanity. In addition, Granite is coordinating a "Big Hearts in the Big Easy" service day with attendees volunteering for a NOLA Habitat for Humanity build or the Rebuilding of New Orleans Guided Tour. Both events are taking place on December 2.

Past attendees have included executives from Wachovia Mortgage, CitiMortgage, First American Title Insurance Company, Bank of the West, U.S. Bank Home Mortgage, Wells Fargo Bank, First Republic, ISGN/Mortgage Hub, ING Direct Bank, Morgan Stanley and Countrywide National Builders Division.

For a limited time, attendees will receive early bird pricing of \$795 for lenders and \$1,995 for vendors. Online registration is available at www.SSCLseminar.com along with hotel and transportation information. The Early Bird Special and exclusive hotel rates expire November 5, 2008. Registration fee includes full program, breakfast and lunch each day, and networking receptions. Guest tickets are only \$150 and provide entry into both receptions and pre-conference volunteer events.

Sponsorships are available. Platinum sponsors currently include the National Association of Residential Construction Lenders (NARCL) and National Mortgage News. Gold sponsors include Louisiana Disaster Recovery Foundation and law firm McGlinchey Stafford PLLC.

For more information and to register online, visit www.SSCLseminar.com. To receive event updates and the *Construction Lending News* quarterly periodical, contact Granite at SSCL@graniteloan.com or call 866.710.4087.

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