



Genworth®
Financial

HEY, YOU'RE “THAT MI GUY”!



In this ever-changing environment, you need to know who your borrower is, what they want and how to give it to them. That's where National Sales Trainer and **“That MI Guy,” Steve Richman** of Genworth Mortgage Insurance comes in.

Drawing on his experiences as a mortgage professional, litigation attorney, trainer and consultant for companies of every size, Steve drives passionate realism into each presentation and that energy is transferred directly into the audience. Steve delivers realistic tools and strategies that help you succeed in today's ever changing marketplace.

“I recently attended one of Steve Richman's presentations and was very impressed. As much as I have complimented the course content, Steve is what truly impressed me. His extensive knowledge and experience came across with confidence and sensitivity. He handled everyone's questions with equal importance and patience. As an originator, I am now aware of the benefits of having MI in a borrower's time of hardship and how the MI companies are committed to assisting homeowners. Due to these few hours with Steve, I will always request that my clients' files go to Genworth whenever possible. ”

Becky Anderson
Senior Loan Officer

All About Steve

Steve Richman is a national speaker who has energized, taught and motivated more than 50,000 professionals in practically every state in the US and Puerto Rico. After years of success as a litigation attorney, Steve entered the mortgage and real estate profession and has become an expert in the high LTV borrower market. He has been a loan officer, account executive and manager of a mortgage operation. Additionally, Steve has trained Real Estate professionals through state accredited continuing education classes on topics including Real Estate Negotiations, Understanding the Real Estate Contract and Making Settlement Simple.

Steve is a native of Baltimore, Maryland and a graduate of the University of Maryland and the National Law Center at George Washington University. He makes his home in Raleigh, North Carolina, where he lives with his wife, son and daughter.