

Sponsorship Prospectus



MCT Exchange 2020
SHARING INFORMATION, BEST PRACTICES & NEW IDEAS

Hard Rock Hotel, San Diego, CA | 4 - 7 November 2020

Questions? Please contact the MCT Exchange Conference Organizer:
Nicolette Natrin | nnatrin@mctrade.net



Forward

Dear friends and colleagues,

The mortgage industry is moving and changing fast. With new advances in technology and a culture of dedicated client service, MCT is at the forefront of the secondary market. We strive to ensure that mortgage professionals are educated on the newest executions, technology, and trends. Our annual MCT Exchange client conference is the keystone of that effort.



We are excited to announce that the 2020 event will be held at beautiful downtown San Diego, CA from November 4 - 7, 2020. This is an event you do not want to miss.

We expect the 2020 event will be even larger and more prolific, and we hope you'll join us as we continue to take the MCT Exchange conference to the next level.

We anticipate over 300 attendees, of which most will be decision makers. This is an invaluable opportunity to build excellent working relationships between you and our clients.

We offer a wide range of sponsorship opportunities to suit your needs outlined in the prospectus. Highly sought after positions will sell out so we encourage you to make your reservation as soon as possible. As in 2019, conference attendance will be limited to sponsoring partners to preserve the intimacy and client-focused nature of the event.

On behalf of the entire MCT Exchange team, I hope you'll choose to partner with us for what's shaping up to be our most exciting Exchange conference yet!

Sincerely,

Ian Miller
Chief Marketing Officer, MCT



About MCT

Founded in 2001, Mortgage Capital Trading, Inc. (MCT) has grown from a boutique mortgage pipeline hedging firm into the industry's leading provider of fully-integrated capital markets services and technology. MCT offers an array of best-in-class services and software covering mortgage pipeline hedging, best execution loan sales, outsourced lock desk solutions, MSR portfolio valuations, business intelligence analytics, mark to market services, and an award-winning comprehensive capital markets software platform called MCTlive! MCT supports independent mortgage bankers, depositories, credit unions, warehouse lenders, and correspondent investors of all sizes.

Headquartered in San Diego, California, MCT also has offices in Philadelphia, Santa Rosa, Los Angeles and Dallas. MCT is well known for its team of capital markets experts and senior traders who continue to provide the boutique-style hands-on engagement clients love.





MCT Exchange Agenda



Thursday, 4 November 2020

9:00am – 4:30pm	Registration
12:00pm – 1:00pm	Partner Appreciation Lunch & Networking with MCT Staff
1:00pm – 3:00pm	Partners-Only General Session
4:45pm	Meet at the lobby of the Hard Rock Hotel
	Walk to the Horton Grand Hotel Courtyard (311 Island Avenue)
5:00pm – 7:00pm	Welcome Reception: Vendor Partner Marketplace & Cocktails at Horton Grand Hotel Courtyard
7:00pm – 10:00pm	Dinner & Entertainment to follow Cocktail Reception

*Agenda not finalized and is subject to change.





Friday, 5 November 2020

7:30am – 8:00am	Breakfast, Coffee Bar & Bloody Mary Bar
8:00am – 11:45am	Main Conference General Session
12:00pm – 1:00pm	Working Lunch
1:00pm – 1:45pm	Short Break
1:45 – 2:45 pm	Breakout Session 1
3:00 – 4:00 pm	Breakout Session 2
4:15 – 5:15 pm	Breakout Session 3
5:15pm – 7:00pm	Meet with your MCT Trader, Lock Desk Manager, Account Executive, or other team members.
7:00pm	Cocktails & Dinner – 207 Bar at Hard Rock Hotel

*Agenda not finalized and is subject to change.

Saturday, 6 November 2020

Saturday activities include golfing, sailing, or brunch. You will have the opportunity to purchase a Saturday activity ticket as an add-on to your individual registrations. All events will conclude no later than 3:00pm PT. For questions about Saturday activities, please contact Nicolette Natrin at nnatrin@mctrade.net.



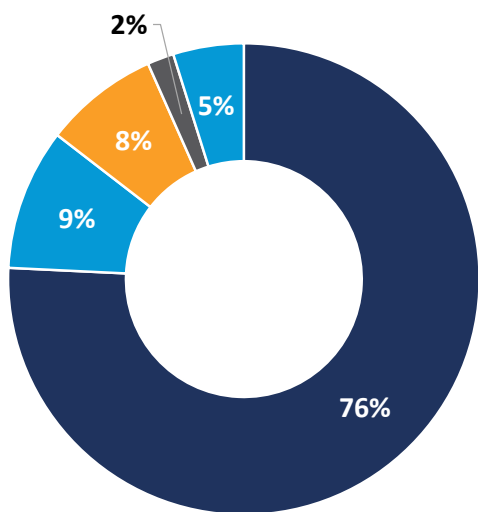
Audience

200 +
Hedge Advisory
Clients

250 +
Unique Clients

78%
Independent
Mortgage Bankers

22%
Depositories

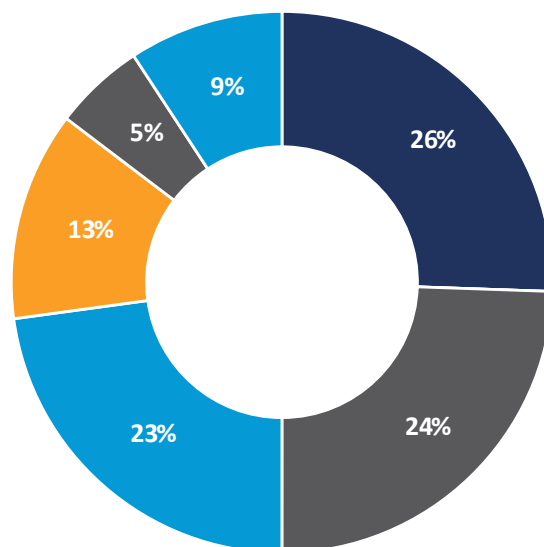


Type of Company

Mortgage Company	75.30%
Community Bank	9.64%
Large Bank	7.83%
Credit Union	1.81%
Other	4.81%

Job Role

Secondary Marketing	25.54%
President/CEO	24.45%
Vice President/Directors	22.83%
C-Level Managers	12.49%
Business Development Manager	5.43%
Other	9.23%



* Data is based on MCT Exchange 2019 and is not an inclusive list as attendees varies throughout the years.



Thanks to Our 2019 Sponsors



Diamond Level



Gold Level



Silver Level

Associated Mortgage Bankers

MQMR

People's United Bank

DocProbe

Chase

LenderLogix

Richey May & Co

Mr. Cooper

Texas Capital Bank

Planet Home Lending

PennyMac

OpenClose

First Guaranty Mortgage Corporation

Bronze Level



Sponsorship Tiers

Diamond Sponsor – \$15,000 (6 Available)

- 4 registrations included
- Attendee list delivered in advance
- Preferred placement in all conference materials
- Advertising on posters & table tents
- Featured placement, full page with 800-character company description in passport booklet, conference agenda, and conference signage
- Potential Sponsorship Benefit:
 - Thursday night's cocktail party & dinner
 - Friday Night's cocktail party & dinner
 - Company-branded reception ice sculpture
 - Signature cocktails/mocktails at reception

Gold Sponsor – \$10,000 (8 Available)

- 3 registrations included
- Attendee list delivered in advance
- Preferred placement in all conference materials
- Advertising on posters & table tents
- Full page, 800-character company description of in passport booklet, conference agenda, and conference signage
- Potential Sponsorship Benefit:
 - Professional headshots photobooth station
 - Company-branded hotel room keys
 - Company-branded phone chargers
 - Friday breakfast
 - Friday lunch
 - Saturday sailing
 - Saturday golf
 - Saturday poolside brunch

Optional Saturday Activities

Choose one:



Golfing



Sailing



Pool Side Brunch



Silver Sponsor – \$5,000 (10 Available)

- 2 registrations included
- Attendee list delivered in advance
- Advertising on posters & table tents
- Half page, 300-character company description placement in passport booklet, conference agenda, and conference signage
- Potential Sponsorship Benefit:
 - Thursday night entertainment
 - Friday night entertainment
 - Friday Bloody Mary bar
 - Friday coffee & refreshments
 - Thursday coffee & refreshments
 - Company-branded conference Wi-Fi credentials
 - Company-branded conference lanyards
 - Final workshop Friday beer or wine delivery

Bronze Sponsor – \$2,500 (12 Available)

- 1 registration included
- Attendee list delivered in advance
- Advertising on posters & table tents
- Half page, 300-character company description placement in passport booklet, conference agenda, and conference signage





Topic Suggestions

Want to join the fun and share your knowledge on a panel or breakout session at MCT Exchange?

MCT accepts topic suggestions from our vendor partners who are experts in all aspects of real estate finance, including single-family and loan production, business operations, servicing, compliance, technology, secondary market issues and more.

Submit your suggestion at <https://mct-trading.com/vendor-partner-topic-suggestions/>.

Suggestions are carefully reviewed by the planning committee. Not all submissions will be chosen.





Sponsorship Checklist



Fill Out the Sponsorship Form

Head to <https://mct-trading.com/sponsor-packages-request/> and fill out the form. In order to maintain a client-majority conference attendance, only sponsors of the event will be invited to register attendees based on sponsorship tier.



Submit Payment

Deadline: within 14 days of filling out the Sponsorship form

Please reach out to Pam Manley, MCT's Controller, at pmanley@mctrade.net to notify her of the method of payment so we can ensure that we received it. There are three ways to submit payment:

- Wiring information: Contact Pam at pmanley@mctrade.net for wiring information
- Credit Card Authorization form: <https://docsend.com/view/pp2bpg5>
- Send check to:

Mortgage Capital Trading, Inc.
350 10th Avenue, Suite 850
San Diego, CA 92101



Send Us Your Logo and Company Description

Deadline: 10/5/2020

Submit your company logo and description for Exchange marketing materials by going to <https://mct-trading.com/exchange-sponsor-marketing/>. Late materials will not be accepted.



Register Your Attendees

Deadline: 10/19/2020

After claiming your sponsorship tier, you will be provided a code in email that will allow you to register any persons that will be attending the conference.



Book Your Hotel Accommodations

Deadline: 10/05/2020

Discounted rate at the Hard Rock San Diego Hotel starts at \$239. Book your room today: <http://www.hardrockhotelsd.com/mct20>

*Please note: If payment is not received within the allotted time, we will not be able to process your sponsorship.

THANK YOU!
We can't wait to see you at
MCT Exchange!

MCT  **Exchange 2020**

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