



MICHAEL D. SANDERS

Jackson County Executive

EXECUTIVE ORDER # 10-03

TO: MEMBERS OF THE LEGISLATURE  
CLERK OF THE LEGISLATURE

FROM: Michael D. Sanders  
JACKSON COUNTY EXECUTIVE

DATE: March 15, 2010

RE: APPOINTMENT TO THE LAND TRUST OF JACKSON COUNTY, MO

I hereby appoint George Lopez to serve as the County's member of the board of trustees for the Land Trust of Jackson County, Missouri for a term expiring on February 1, 2014 upon the occasion of a vacancy arising from an expired term. A copy of Mr. Lopez's resume is attached.

A handwritten signature in black ink that reads "M.D. Sanders".

Michael D. Sanders, County Executive

Date: 03/11/2010

FILED

MAR 11 2010

MARY JO SPINO  
COUNTY CLERK

12:29 PM  
MS



# George B. Lopez

3748 Washington Street  
Kansas City, MO 64111  
glopez@jbnutter.com

(816) 753-4327

(816) 531-2345

(816) 876-5994

## Professional Summary

James B. Nutter & Company – Executive Vice President	2009 – Present
Vice President	1998 – 2009
Assistant Vice President	1992 – 1998
Loan Officer	1988 – 1992

- **Management** Supervised up to 150 loan officers, processors and closers. Originated loans in 50 states. Helped to double servicing portfolio to over \$6 billion. Responsible for hiring loan origination personnel. Established branch offices in multiple states.
- **Strategy** Developed correspondent lending strategies, including marketing, product development and pricing. Responsible for proprietary loan products. In just three years (2005-2008), enabled JBN to become the #1 wholesale reverse mortgage lender in the nation.
- **Investor Relations** Managed investment banking & warehouse lending relationships, counterparty approval and reverse mortgage secondary marketing. JBN liaison to FHA, Fannie Mae and Freddie Mac.
- **Compliance** Ensured compliance with federal, state & investor guidelines. Managed state and federal licensing platforms. Developed and administered JBN Quality Control Plan. Handled audit defenses, complaint resolution and file reviews. Authored *JBN Correspondent Lending Manual*, *JBN Jumbo Reverse Mortgage Lending Manual*, *JBN Correspondent Approval Manual*, *JBN Privacy Procedures Manual* and *JBN Client Services Handbook*.
- **Expert Witness** Testified before U.S. Senate Special Committee on Aging, December 12, 2007. Only industry representative to testify.
- **Marketing** Created solicitation letters, multimedia ad concepts and website design. Assisted in production of DVD infomercial. Designed exhibits for lender conferences.
- **Product Design** Developed proprietary jumbo and fixed rate reverse mortgage products.

- Public Relations      Frequent guest on 980AM KMBZ-Moneyline. Appointed HUD Fair Lending/Best Lending Practices Liason (1995). Selected to Board of Directors, National Reverse Mortgage Lenders Association (NRMLA). Member of NRMLA Compliance Committee. Selected to Board of Governors, Missouri Mortgage Bankers Association (MMBA).
- Sales                      Originated loans through retail and wholesale channels.
- Software                  Co-designed application & tracking LOS architecture for Nutter LOS. Member of software strategy team. Negotiated IBIS software agreement.

### Professional Affiliations

National Reverse Mortgage Lenders Association	Board of Directors	2008-present
Missouri Mortgage Bankers Association	Board of Governors	2009-present

### Publications & Speaking Engagements

“Reverse Mortgages: Polishing Not Tarnishing The Golden Years”, U.S. Senate Special Committee on Aging, Washington, DC, December 12, 2007.

“Warehouse Lending in the Post-Recession Era”, The Reverse Review, November 2009 (cover story).

“El Mercado Nuevo y Grande: Serving the Hispanic Population”; National Reverse Mortgage Lenders Association Annual Meeting; San Diego, CA, November 2009. (Host)

“How to Become an FHA-Approved Reverse Mortgage Lender”; National Reverse Mortgage Lenders Association Annual Meeting; Los Angeles, CA, November 2008. (Host)

“Flip-Flopping: Targeting Seniors to Buy REO Properties”, The Reverse Review, November 2008 (cover story).

“Financial Summit 2009”, KSHB-TV Webcast (NBC); April 2, 2009.

### Civic Activities

City Landmarks Commission	Commissioner	2006-present
Wildwood Outdoor Education Center	Board President	2009-2011
	Board of Directors	2005-2009
Jackson County Historical Society	Board President	2009-2011
	Board of Directors	2005-2009
Quixotic Performance Fusion	Board of Directors	2008-present

Committee for County Progress	Executive Committee Member	2008-2010 2005-2008
University of Kansas Debate Alumni	Finance Committee	2003-present
Harry S. Truman Presidential Library	Steering Committee	2006-2008
Priests of Pallas Ball	Steering Committee – Chairman	2005-2007
Westport Historical Society	Board of Directors	2005-2008
Gordon Parks Elementary School	Volunteer Tutor	2005
Central High School	Assistant Debate Coach	1998-2002
Can Do's PAC	Treasurer	1998-2002
Back to Basics PAC	Treasurer	1997-1998
Light Up the City PAC	Treasurer	1996
James B. Nutter Charity Golf Cup	Chairman	1995-1998

## Education

University of Kansas - 1983-1987. Communication Studies, Political Science.

## Awards

University of Kansas - Intercollegiate Debate (NDT)

1987 – Ranked #2 in the United States

1<sup>st</sup> Place: Harvard University, Wake Forest University, Missouri Valley Debates.

2<sup>nd</sup> Place: Dartmouth College, Emory University, University of Kentucky, Cal State-Fullerton

3<sup>rd</sup> Place: Northwestern University, University of Northern Iowa.

4<sup>th</sup> Place: University of Southern California, University of North Carolina.

5<sup>th</sup> Place: National Debate Tournament.

1986 – Ranked #10 in the United States

1<sup>st</sup> Place: University of Nebraska, Emporia State University.

2<sup>nd</sup> Place: University of North Carolina.

3<sup>rd</sup> Place: University of Northern Iowa.

4<sup>th</sup> Place: University of Kentucky, Emory University

5<sup>th</sup> Place: National Debate Tournament, University of Louisville

8<sup>th</sup> Place: Wake Forest University, Northwestern University