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FOR IMMEDIATE RELEASE

Navy Federal Hosted Annual Mortgage Conference

Navy Federal continues to build a strong relationship with the real estate community.

Vienna, Va. (March 12, 2012) –[Navy Federal Credit Union](http://www.navyfederal.org) recently hosted its Annual Mortgage Leadership Conference for its nationwide management team. The conference, led by Joan Cox, Senior Vice President, Real Estate Lending was held at Navy Federal’s Brian L. McDonnell Center at Heritage Oaks in Pensacola, FL. Debbie Calder, Senior Vice President, Greater Pensacola Operations addressed the attendees and informed them of Navy Federal’s expansion plans in the Pensacola area and the 470 jobs that were added to Navy Federal’s work force in Pensacola during 2011. “The Greater Pensacola area continues to provide us with talented individuals that possess the skill set, enthusiasm and work ethic we need,” said Calder.

Local Realtors® who participated were: Linda T. Petty with Main Street Properties; Ted Johnson, Broker/Owner of Perdido Sand Realty; and Brigette Brooks with ERA Emerald Coast Realty. These panelists addressed the Navy Federal real estate lending management team, shared their experiences and insights and answered questions as to what actions the credit union could take to make the home buying process easier. Also addressing the attendees was Shawn McCorkle, Business Development Consultant with First American Title. Shawn guided a positive discussion entitled “Permission to Be Great,” which confirmed Navy Federal’s approach to superior member service. “By working directly with real estate agents and having the opportunity to interact with the panelists always helps Navy Federal stay ahead of the game while continuing to provide our members and the real estate agents the service they have come to know and expect from their credit union.” said Jack Gaffney, executive vice president, Lending at Navy Federal.

As members continue to look for home ownership opportunities, the credit union intends to be a first choice lender. “We have an exceptional suite of mortgage products. We have unique, innovative products and programs geared for first time home buyers, current owners and our active-duty military members,” said Cox. The credit union recently launched its new Home Center online portal. According to Ms. Cox, this web portal will help educate purchasers on the step-by-step process to home buying.

About Navy Federal Credit Union

Navy Federal Credit Union is the world’s largest credit union with \$47 billion in assets, 3.9 million members, 220 branch offices, and more than 8,500 employees worldwide. The credit union serves all Department of Defense military and civilian personnel and their families. For additional information about Navy Federal, visit www.navyfederal.org.

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