



**Steve Richman**  
**National Spokesperson and Customer Trainer,**  
**Genworth Mortgage Insurance**

Genworth's *That MI Guy*<sup>SM</sup>, Steve Richman, is a nationally recognized spokesperson and customer trainer. A natural speaker, Steve energizes, motivates and teaches mortgage and real estate professionals all over the country, and has consistently been one of the highest rated speakers at industry events. With over 23 years in the mortgage industry, Steve has presented to thousands of mortgage professionals across all 50 states, representing more than 500 lending institutions.

A successful litigation attorney for several years, Steve transitioned to the mortgage industry, applying his legal expertise as a loan officer, account executive, and as general manager of a regional mortgage corporation, becoming an expert in the high LTV borrower market.

Steve is a Master Certified Negotiations Trainer, and is also certified as a trainer in DISC Behavioral Profiling. He has a BA in Speech Communications from the University of Maryland, and earned his law degree from the George Washington University Law School.

His professional highlights include teaching the MBA program at the Sellinger Business School, and as guest lecturer for the Columbia University Business School's MBA program.