



**Federal Deposit Insurance Corporation**  
550 17th Street NW, Washington, D.C. 20429-9990

**Financial Institution Letter**  
**FIL-6-2012**  
**February 2, 2012**

## **BANKER TELECONFERENCE SERIES**

**Timely and Comprehensive Compliance Information and Insights from the FDIC**

**Summary:** Staff from the FDIC's Division of Depositor and Consumer Protection (DCP) will host several banker teleconferences during 2012. The purpose of the teleconferences is to maintain open lines of communication, provide transparency, and update you and your staff on important banking regulatory and emerging issues in the compliance and consumer protection arena. The Truth in Lending Mortgage Loan Originator Compensation Rule will be the topic of the first teleconference, which is scheduled for February 21, 2012.

**Distribution:**

FDIC-Supervised Institutions

**Suggested Routing:**

Chief Executive Officer  
Compliance Officer  
Chief Lending Officer  
General Counsel

**Attachment:**

Teleconference Series Announcement

**Contact:**

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**Note:**

FDIC Financial Institution Letters (FILs) may be accessed from the FDIC's Web site at  
[www.fdic.gov/news/news/financial/2012/index.html](http://www.fdic.gov/news/news/financial/2012/index.html).

To receive FILs electronically, please visit  
<http://www.fdic.gov/about/subscriptions/fil.html>.

Paper copies may be obtained through the FDIC's Public Information Center, 3501 Fairfax Drive, E-1002, Arlington, VA 22226 (877-275-3342 or 703-562-2200).

**Highlights:**

- The FDIC is holding periodic teleconferences to keep FDIC-supervised institutions informed about compliance and consumer protection related rulemakings, guidance, and emerging issues.
- The first banker teleconference will discuss the Truth in Lending Mortgage Loan Originator (MLO) Compensation Rule and its impact on a bank's ability to compensate MLOs based on profitability. The teleconference is scheduled for Tuesday, February 21, 2012, from 11:00 am to 12:30 p.m. (Eastern Time). The sessions are free, but registration is required. See the attached announcement for additional registration information.
- The information presented will be based on consultations with other federal regulators, including the Consumer Financial Protection Bureau, and is consistent with previous regulatory guidance.
- Additional banker teleconferences are scheduled for June 5, September 27, and November 15, 2012, from 2:00 p.m. to 3:30 p.m. (Eastern Time). Future topics are to be determined and will be made public through a separate announcement.

## **FDIC Bankers' Teleconference Series on Regulation Z's Mortgage Loan Originator Compensation Rule: Proxies and Profitability**

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**Tuesday, February 21, 2012  
11:00 a.m. to 12:30 p.m. EST**

Staff from the FDIC's Division of Depositor and Consumer Protection (DCP) will host a national banker teleconference on February 21, 2012, to review and discuss Regulation Z's (Truth in Lending) Mortgage Loan Originator (MLO) Compensation Rule and its impact on a bank's ability to compensate MLOs based on the terms and conditions of a loan, including compensation based on the bank's profitability. The purpose of this conference is to assist FDIC-supervised institutions as they review and, if necessary, adjust their compensation practices with respect to their residential mortgage loan originators.

This will be the first of several in a series of banker teleconferences conducted by the FDIC throughout 2012 for FDIC-supervised institutions. The purpose of these teleconferences is to maintain open lines of communication, provide transparency, and update FDIC-supervised institutions on compliance and consumer protection related rulemakings, guidance, and emerging issues.

This teleconference is open to FDIC-supervised institutions. Bank directors, officers, and staff members are welcome to attend. Participants may call in from any location and are not required to be on-site at their institutions. The teleconference is free, but registration is required. To register, please follow the instructions below. Please complete the registration by Wednesday, February 15, 2012. Institutions may submit questions in advance of the call to [BankerTeleconference@FDIC.gov](mailto:BankerTeleconference@FDIC.gov).

### Registration Instructions:

Register online at [Banker Teleconference – MLO Compensation Rule](https://fdicsurvey.inquisiteasp.com/fdic/cgi-bin/qwebcorporate.dll?4YK4U6) (<https://fdicsurvey.inquisiteasp.com/fdic/cgi-bin/qwebcorporate.dll?4YK4U6>).

On Thursday, February 16, 2012, a confirmation email will be provided with a toll-free number and pass code for participants to gain entry to the call on February 21. The presentation materials will be available at that time.

For more information, please contact Alex Cheng, Policy Fellow, at (202) 898-6839 or email [BankerTeleconference@FDIC.gov](mailto:BankerTeleconference@FDIC.gov)