



## Regional Director

### ABOUT THE POSITION

Mortgage Professionals Canada is the mortgage industry's association representing mortgage brokers and agents, as well as banks, lenders, insurers, and service providers. As we are a strategic and not an operational Board, our focus is fostering a respectful, effective, and supportive culture that achieves the long-range goals of the association in support of the industry. As Regional Director, you bring knowledge, industry, and market experience from your region to board discussions. As Regional Director are elected by the entire membership, you represent all members, while bringing insights from your region.

### REQUIREMENTS TO RUN

To be accepted as candidate for election to the position of Regional Director, the individual must be:

- A member in good standing, and
- Reside in the region, and
- In compliance and support of all policies and regulations of the association, including Codes of Conduct and a commitment to hold the AMPC designation in their first year as Director

### RESPONSIBILITIES AS DIRECTOR

- To be an ambassador, promoting membership, association events, education, and activities to all industry participants
  - To be knowledgeable in the activities and strategies of the association
  - To be able to represent and convey the value of the association
  - To assist in amplifying the association's messaging
- To attend four in person Board meetings\* per year (1.5 days per quarter)
  - Preparation by reviewing the agenda and meeting materials in advance
  - Be ready to participate at the meeting, subject to the Board Code of Conduct
  - To be ready to vote on decisions that may affect the industry and members
  - Travel is arranged by the association with arrival required the evening before a meeting

*\*Occasionally, a virtual Board meeting may be required to address an urgent matter (30-60 min)*
- To attend the National Conference (2.5 days annually)
  - Attend all sessions and act as an ambassador for MPC
  - Duties may be assigned, including host and/or M.C. duties at certain sessions
  - Travel is arranged by the association with attendance required for the duration of the conference
- To attend and/or chair the region's Advisory Council meetings held quarterly (approx. 1 hour online)
  - Preparation by reviewing agenda and meeting materials in advance
  - Active participation representing the board's position to the Council
  - Travel within the region to attend in person meetings, or attendance for virtual meetings
  - Travel reimbursement is subject to the Travel Policy of the association



- To attend the region's Symposium and other regional events (8 hours)
  - Attend all sessions and act as an ambassador for MPC
  - Duties may be assigned, including host and/or M.C. duties at certain sessions
  - Travel within the region to attend in person meetings, or attendance for virtual events

## COMPETENCIES

The following is provided as a general guide of competencies for those considering running for Director.

### 1. Character Competencies

- acts on morals and values;
- does not have a legal, regulatory or disciplinary history that would put the reputation of the Association at risk;
- willing to act on, and remain accountable for, Board decisions;
- can be objective at all times about what is best for the Association.

### 2. Knowledge Competencies

- understand responsibilities as a director and/or senior executive;
- is aware of latest business and management practices;
- understand the roles, processes and relationships of the Board and its members.
- corporate governance or risk management experience would be an asset;
- legal, accounting, or regulatory experience would be an asset;

### 3. Strategic Competencies

- can see strengths and weaknesses of Associations and businesses and the impact of decisions;
- ability to recognize opportunities and threats in the industry;
- ability to recognize wider business and societal changes;
- understanding of compatibility required between budgets and business plans and vision and strategy and have the ability to effectively monitor these budgets, plans and strategies;
- aware of change and the need for change;
- understand the difference between governance and management issues.

### 4. Financial and Analytical Competencies

- can read and interpret financial reports;
- ability to think critically and to challenge proposals;
- understanding issues from different perspectives;
- requests and uses information to make judgements and assessments

### 5. General Competencies

- ability to make informed business decisions;
- can see wider picture and perspective;
- integrity in personal and business dealings;
- willingness to devote adequate time and effort to the perceived needs of the Board.