



## HCCP Designee of the Year: Ronnette Jameson-Smith

*Senior Trainer*  
Zeffert & Associates

Ronnette Smith is the senior trainer at Zeffert & Associates, Inc., a nationwide leader of affordable housing compliance and training services. She is an affordable housing expert and annually trains thousands of students nationwide on multiple topics, including the LIHTC program and NAHB's Housing Credit Certified Professional (HCCP) examination. Ronnette's students boast remarkably high testing pass rates because of her unique ability to make technical information comprehensible. She holds professional designations in affordable housing and is a graduate of Rollins College in Winter Park, Fla.

### **How has the HCCP designation impacted your career?**

The HCCP is a highly regarded, nationally recognized designation that I am proud to have earned. I clearly remember the day I took the exam some years ago. I was so nervous. But I was ecstatic when I received the exam results that I'd passed.

From that moment on, I felt empowered and wanted to learn more to better myself professionally and, in turn, help others with their professional growth. The affordable housing industry is ever changing; there's never a dull moment, which means there's always an opportunity to learn something new.

### **How did you get into the LIHTC industry?**

Quite honestly, I just needed a job. At the time, I was fresh out of college and had moved to a new city. I came across a job offer through a recruiting agency for a marketing position. As it turned out, that wasn't the right opportunity for me, and they didn't have anything else to offer at the time, so the recruiter said they would let me know when another job became available.



Weeks went by before the recruiter finally called to see if I was interested in going on an interview for a compliance position with The Wilson Company. I went for the interview and ended up being offered the job. At the time, I had no clue what the affordable housing industry was and no knowledge of Section 42. Over the years, however, I would learn about both. Little did I know that would be the start of my affordable housing career, and now here I am, and I love it.

**What are your day-to-day responsibilities?**

I conduct both live virtual and in-person trainings nationwide on multiple topics, including the LIHTC program, where my goal is to provide a fun and safe learning environment.

**What helped with your success in the LIHTC industry?**

Having the support and encouragement of supervisors — both former and current — mentors and friends in the industry have helped me grow personally and professionally. I am grateful to each of them. I've been given opportunities to step into roles in the affordable housing industry to do things I've never done before. Each time, I was trusted to learn a job and perform at my best. I happily stepped up to meet expectations and even exceed my own.

**What's your favorite hobby?**

I love to travel. I enjoy exploring new places and cultures and having some good eats along the way. I also enjoy spending time with my family and friends.