

JULY 2023

Corporate News and Events

QUINTESSENTIAL
MORTGAGE GROUP

July Birthdays

- 7/9 Rich DeSimone
- 7/16 Kei Kullberg
- 7/17 Tim Colon
- 7/22 Susan Belese
- Mike Piazza
- Andrea Zambrano
- 7/26 Timmy Mai

Employee Anniversaries

- 1 yr Christina Zou
- Maria Garcia
- Sandra Weir
- Cameron Stapleton
- 2 yrs Rich Dubrishing
- 3 yrs Adrienne Franco
- Craig Ghio
- 4 yrs Allie Abbatiello
- 7 yrs Michelle Roche

Upcoming Events

- 7/11 Monthly Team Leader, Sales & Operations Team Meeting
- 8/8 Monthly team leader, Sales & Ops Team Meeting

Loan Originator Training

(2 day program):

July 12th and 13th

July 26th and 27th

(Pending Loan Originator start dates)

QMG's Daily AI is now Aidium!

Aidium is an all-in-one CRM solution for mortgage professionals.



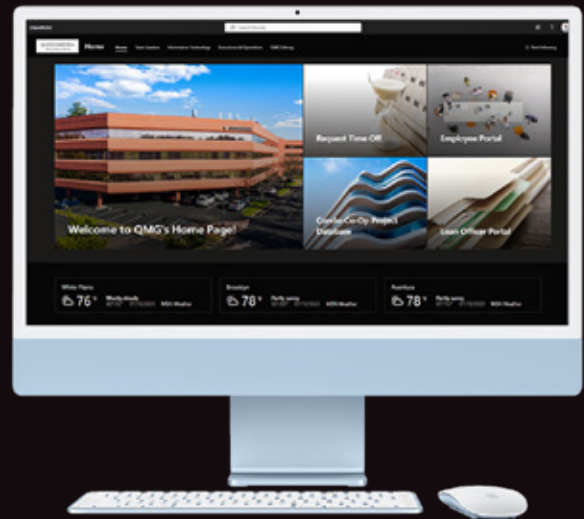
Aidium helps streamline processes to close more deals, scale operations and increase ROI. Any Loan Officer's looking to join the program should contact Fitz at fitz@qmgllc.com The Entire Miami Branch is now operational with Aidium.

Learn more at:

<https://thinkaidium.com/>

QMG's SharePoint Goes Live!

The QMG SharePoint Site is now Live! The link will be provided by email and the Home Page will be added to all computers throughout the summer.



Onboarding Process

The Onboarding Process has been updated to be more streamlined. New Loan Officers will have to sign Employee Agreement before receiving equipment.

STATS and More...

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June's Top 5 Origination and Closed Loans

June Originations

Loan Officer	Volume
Albert Abbatiello	\$ 8,377,137
Timmy Mai	\$ 5,833,950
Alan Strozza	\$ 5,336,258
Kei Kullberg	\$ 4,912,805
Louis Chiappetta	\$ 4,574,955

June Closed Loans

Loan Officer	Volume
Timmy Mai	\$ 7,656,769
K2	\$ 6,806,792
Anthony Forte	\$ 5,056,459
Albert Abbatiello	\$ 3,501,952
Carrie Giammarino	\$ 3,449,250

Open Positions ☆☆☆

Bilingual Loan Processor needed for our White Plains office. Please send any referrals to danielle@qmgllc.com

Loan Officers - QMG is seeking experienced LO's to join our team. If you know someone who would make a great addition to our team, please contact danielle@qmgllc.com. If you refer a Loan Officer who produces and is employed for over 30 days, you will receive a 5K bonus.

Headshots & Soical Media

If you need a headshot or video content, please book time with Katie Brantmeyer on https://stan.store/KTBMediaandMarketing/ktbmm_store/page/95066 If you need flyers or review posts made, you can email her at katie@qmgllc.com

QMG Employee Spotlights!



Robert Navarro MIA



Claudia Sandoval MIA

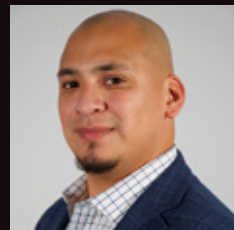
Both Robert and Claudia join us from PNC Bank and are now Loan Officers in our Miami office. Together, as a team, they have submitted 5 loans for \$1.7mm in one month since being licensed.

This is a fantastic start to a great career with QMG!

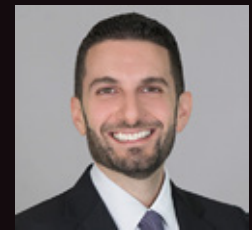
QMG's Latest Team Players!



Lauren Williams NC joins us from Atlantic Coast Mortgage as a LO on Enzo Salvo's team.



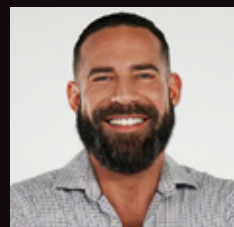
Geovanny Mora BK joins us from Movement Mortgage on Mike Caminiti's team



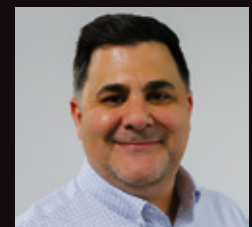
Joseph Chiofalo MIA joins us from Meadowbrook Financial as a LO working on Enzo Salvo's team.



Justin Beres MIA joins us from CrossCountry's as a LO on Enzo Salvo's team.



Jaime Rodriguez WP joins us from Cliffco as a LO on Allie Abbatiello's team in White Plains.



John Giordano WP joins us from Homebridge as LP on Tori Sexton's team and a LO on Mike Piazza's team in White Plains.



Joe Siciliano WP joins us from Citizens Bank as a LO on Mike Piazza's team in White Plains

RESOURCES

Licensing, Training and more...

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UWM Training & Account Set Up

If you haven't registered for UWM training, please do so on the UWM website under the tab "Grow Your Business" All new LO's should attend the 4 day training and the experienced LO's can attend the 2 day class. UWM will coordinate your travel, hotel and transportation arrangements. If you need a UWM account or have questions, please contact Fitz at fitz@qmgllc.com

Compliance Training a "MUST"

All QMG employees are required to complete **Compliance Training**. If you've recently joined us, you'll get an email prompting you to establish your online account. Training will commence as soon as an event has been scheduled. For more information, please email danielle@qmgllc.com

Sexual Harassment Training

All employees are legally required to complete Sexual Harassment training annually. You will receive an email regarding training from Fitz Figueroa when they're due to attend.

Mortgage Loan Officers Education Resources

Whether you are looking to get a new license or complete your continuing education, you can find mortgage education resources in the NMLS:

Use the MLO Education Requirements to find:

- Each state agency's PE and CE requirements
- PE expiration status; PE Expiration Policy
- State-specific education requirements.

Log into NMLS and look at your Education Record to:

- Verify your education has been reported
- See what CE is required
- See courses you previously completed

If you need assistance, the Bernard Law Group is also available to help at wendy@bernardlawgrp.com or sharon@bernardlawgrp.com. For License Education Requirements please contact fitz@qmgllc.com

QMG Continues to Grow!

We are thrilled to announce that QMG is now over 100 employees and growing!! #QMGtakeover continues across the country as LO's are realizing that "Broker is Better".

QMG is proud to announce the opening of our newest branch now in...

Charlotte, NC!

Licensed States

California
Connecticut
Florida
Georgia
Maryland
Massachusetts
Michigan
New York
New Jersey
North Carolina
Pennsylvania
South Carolina
Tennessee
Texas
Virginia
West Virginia

Office Locations

Charlotte, NC
Sacramento, CA
White Plains, NY
Brooklyn, NY
Miami, FL

