

NOVEMBER

Corporate News and Events

QUINTESSENTIAL
MORTGAGE GROUP

November Birthdays

- 11/6 Gary Etienne
- 11/7 Danielle Kalaau & CJ Lambiasi
- 11/11 Karina Castellanos
- 11/21 Josh Barrow
- 11/21 Anthony Conti
- 11/25 Liz Fragile
- 11/26 Alex Karameros

Employee Anniversaries

- Joe Ferri – 1 Year
- Sumeet Kapur – 1 Year
- Lavdie Maqedonci – 1 Year
- CJ Lambiasi – 1 Year
- Karol Escobar Lynch – 2 Years

Upcoming Events

- 11/15 Miami Association of Realtors “Miami Legends” Event
- 11/22 QMG “Thanksgiving Potluck” in the White Plains office
- 11/24 & 11/25 Office is closed for Thanksgiving
- 12/6 Team Leader Monthly Meeting at 8:45 a.m.
- Team Leader Sales Meeting at 10:00 a.m.
- Operations Monthly Meeting at 10:00 a.m.

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 Danielle at danielle@qmgllc.com

Compliance Training Is MANDATORY

for all QMG employees. By now, you should have completed the Q1 courses, AML & Mortgage Fraud & Predatory Lending. For Q2, you are required to take ECOA/Fair Lending and Cybersecurity in Lending. The deadline to take the Q2 classes is Dec 31st. If you are a new employee, you will receive an email to set up your online account to begin training.



NAHREP Business Rally

The Miami office attended the “NAHREP Business Rally” on October 19th at the Biltmore Hotel



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QUINTESSENTIAL MORTGAGE GROUP

Octobers Top 5 Origination and Closed Loans

October Originations

Loan Officer	Branch	Volume	Units
Anthony Forte	WP	\$ 9,396,255	21
Timmy Mai	NYC	\$ 5,918,800	9
Albert Abbatiello	WP	\$ 4,829,870	12
Michael Caminiti	WP	\$ 2,742,300	5
Anthony Soberanes	FL	\$ 2,692,500	3

October Closed Loans

Loan Officer	Branch	Volume	Units
Anthony Forte	WP	\$ 10,548,034	24
Timmy Mai	NYC	\$ 7,568,750	12
K2	WP	\$ 4,908,262	12
Albert Abbatiello	WP	\$ 4,875,163	5
Richard Desimone	WP	\$ 3,623,464	9

Open Positions ☆☆☆

Loan Officers - QMG is seeking experienced LO's to join the team in White Plains, Brooklyn and Miami. If you refer a Loan Officer who produces and is employed for over 30 days, you will receive a 5K bonus.

Headshots and Social Media

All new employees are required to take a headshot. Please contact Tatiana Carleo at tatianacarleo@setmore.com to schedule a time to take your picture or discuss Social Media videos.

IT WAS A SPOOKY PARTY



QMG White Plains hosted a HAUNTED HALLOWEEN HAPPY HOUR and we had some good laughs playing some games!



HGAR Members Day

QMG at the HGAR Members Day on Oct. 24th at the Sleepy Hollow Hotel & Conference Center.



Hurricane Relief

QMG donating goods to Fort Meyers Hurricane Relief Effort.



Client Appreciation

QMG at the "Ridgewood Client Appreciation Day" on Oct. 3rd in NYC.

