

APRIL 2023

Corporate News and Events

QUINTESSENTIAL

MORTGAGE GROUP

April Birthdays

4/1	Anthony Forte
4/6	Marnel Garcon
4/10	Robert Miller
4/12	Raquel Carranza & Stephanie Barone
4/14	Sam Forte
4/15	Rich Dubrishingh & Adrienne Franco
4/17	Anthony Chastanet & Anthony Scopelliti
4/19	Sandra Weir
4/21	Monica Sandoval
4/23	David Larsen
4/27	Jorge Alvarado

Employee Anniversaries

1 yr	Milagros Romano & Jennifer Gomez
4 yrs	Rich DeSimone
9 yrs	Enzo Salvo

Upcoming Events

4/11	Monthly Sales & Ops Meeting
4/11	Monthly "Business Strategy Dinner" w/Anthony Forte
4/12	"Power Call Sessions" w/ Anthony Forte @ 12 p.m.
5/9	QMG Monthly Sales & Ops Meeting

Tips & Tricks from the Top!

Anthony hosted "Tips & Tricks from the Top: Sales Calls with Anthony" on March 28th. Anthony will be hosting these every couple of weeks as the turnout was fantastic!



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 a MUST!

Compliance Training Is MANDATORY for all QMG employees. By now, you should have completed the Q1 and Q2 courses. The course for Q1 2023 is "Non-QM Loans and How to Sell AR". If you are a new employee, you will receive an email to set up your online account to begin training.

All Loan Officers are required to review the "Appraisal Compliance Requirement" presentation sent by Wendy Bernard via email on Feb 13th. Once you review, please email danielle@qmgllc.com to confirm.

STATS

and More...

QUINTESSENTIAL

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March's Top 5 Origination and Closed Loans

February Originations

Loan Officer	Volume
Timmy Mai	\$ 9,156,667
Anthony Forte	\$ 8,018,004
Albert Abbatiello	\$ 3,378,605
Nicholas Congello	\$ 3,089,185
Luis Chiappetta	\$ 2,826,513

February Closed Loans

Loan Officer	Volume
Anthony Forte	\$ 8,474,779
Timmy Mai	\$ 4,446,552
Nicholas Congello	\$ 3,650,499
K2	\$ 3,527,980
Albert Abbatiello	\$ 2,722,943

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 & 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 She will be in the White Plains office on the following dates: Feb 7, Feb 15, Feb 21 & Feb 28. If you need flyers or review posts made, you can email her at katie@qmgllc.com

Employee Spotlight of the Month

QMG would like to recognize Employees who go above and beyond and this month, we would like to celebrate **Andrea Zambrano**.



Andrea's commitment to the team throughout a recent Audit was amazing. She worked extra hours and over the weekend to get the information Tori needed to get the job done. Andrea, your hard work and teamwork is truly appreciated!

Thank you Andrea for all you do!

QMG New Team Members



Jason Malone WP
Sr. Loan Officer joins us from Paramount Residential Mortgage and will be working on Anthony Forte's team.



Robert Navarro MIA
Loan Officer joins us from PNC Bank and will be working on Gary Ayer's team.



Monica Sandoval WP
Loan Officer joins us from UNMB Home Loans and will be working on Allie Abbatiello's team.



Claudia Sandoval MIA
Loan Officer joins us from PNC Bank and will be working on Gary Ayer's team.



David Larsen WP
Loan Officer joins us from AFN and will be working on Allie Abbatiello's team.



Shaheed Shaw MIA
Loan Officer joins us from NP, Inc. and will be working on Gary Ayer's team.



Anthony Chastanet WP
Loan Officer joins us from AFN and will be working on Rich DeSimone's team.