

MAY 2023

Corporate News and Events

QUINTESSENTIAL
MORTGAGE GROUP

May Birthdays

- 5/2 Karol Escobar Lynch
- 5/11 Craig Ghio
- 5/14 Tatiana Frederico
- 5/16 Michael Hauser
- 5/31 Nick Bonanno

April's Dinner Event

Anthony hosted his first **"Business Strategy Dinner"** on April 11th, and it was a fantastic event that brought together some of the most insightful and knowledgeable people on our QMG Team. By the end of the night, everyone left feeling informed, inspired, and energized. The Business Strategy Dinner was a huge success, and Anthony already has plans to host another one in the near future.



Employee Anniversaries

- 1 yr Hidey Baez
- 2 yrs Liz Fragile
- 4 yrs Chrissy Cabot

Upcoming Events

- 5/8 Sales Calls "Power Hour" w/Anthony Forte @ 8:30 a.m.
- 5/9 Monthly Sales & Ops Meeting
- 5/9 Business Strategy Dinner" w/Anthony Forte (invite sent to select employees monthly)
- 5/11 QMG sponsored "Freestyle Event" benefiting Autism Speaks @ Mulino's Lake Isle. Tickets can be purchase at www.savvyaffairinc.com
- 5/29 Memorial Day observed (office closed)
- 6/6 Monthly Sales & Ops Meeting

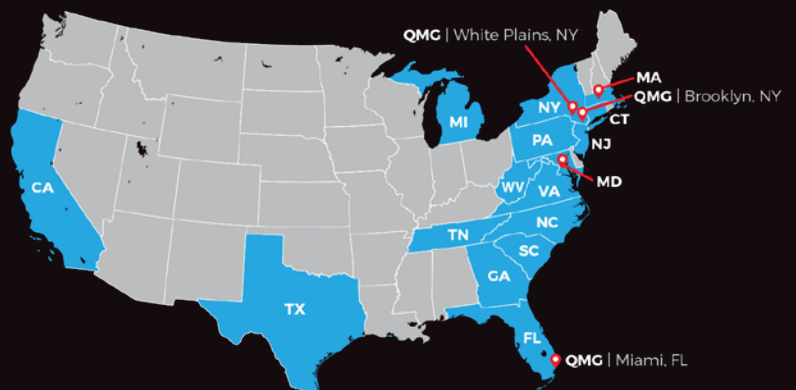
QMG Continues to Grow!

Quintessential Mortgage Group is now licensed in Texas.

Licensed States & Office Locations

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

- **Pending**



STATS

and More...

QUINTESSENTIAL

MORTGAGE GROUP

April's Top 5 Origination and Closed Loans

April Originations

| Loan Officer | Volume |
|-------------------|--------------|
| Timmy Mai | \$ 9,212,810 |
| K2 | \$ 5,926,094 |
| Anthony Forte | \$ 4,803,396 |
| Louis Chiappetta | \$ 3,184,000 |
| Albert Abbatiello | \$ 2,975,688 |

April Closed Loans

| Loan Officer | Volume |
|-------------------|--------------|
| Anthony Forte | \$ 4,475,558 |
| Timmy Mai | \$ 3,691,250 |
| K2 | \$ 3,595,651 |
| Albert Abbatiello | \$ 3,497,563 |
| Michael Caminiti | \$ 2,747,132 |

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

QMG's Spotlight Employee of the Month!



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

Mike joined QMG this February and has already recruited 3 Loan Officers to the NY branch. He has become a important part of the QMG family and we appreciate his enthusiasm and hard work.

Thanks Mike!

QMG New Team Members

QMG would like to welcome our latest team members. Please reach out and say hello!



LouAnn Daprato WP

Loan Officer joins us from Movement Mortgage on Enzo's team.



Nicole Edwards WP

Loan Officer joins us from RealFi on Enzo's team.



Raquel Carranza WP

Loan Officer joins us from Family First Funding on Allie's team.

Refer a New Team Member

QMG is always on the lookout for hard working, enthusiastic team members. If you know someone who would make a great addition to our team, please contact danielle@qmgllc.com

RESOURCES

Licensing, Training and more...

QUINTESSENTIAL
MORTGAGE GROUP

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.

Requirements for a State Mortgage Loan Officer (MLO) License

Highlighted below are three basic steps you will always need to be licensed as State Mortgage Loan Officer (MLO). Some States may have additional requirements, but these steps are the foundation and start of your new license.

1 Complete NMLS-Approved Pre-licensure Education

Completing the State specific prelicensure education is the beginning of your new license application. Although Temporary Authority allows you to complete the education after you submit your application, some States like NY may withhold the release of the Temporary Authority until the education and other requirements are completed. The best practice, complete the education immediately. You can find the information on the amount of education required at: <https://mortgage.nationwidelicencingsystem.org/searchcenter/pages/results.aspx?k=education>

2 Complete The NMLS Application

The Bernard Law Group will gladly assist in submitting your NMLS application, but you must provide the below information: Your NMLS login -username and password, and a valid credit card. This process will go seamlessly if you ensure that the login works and that the credit card information is valid. Most application fees range between \$150 to \$400.00.

3 Complete State And FBI Criminal Background Checks

Your fingerprints must always be valid, and some States require State specific fingerprints like Florida, New York, and New Jersey. These must be scheduled within five days of the submission of the applications. The total cost of the state and FBI criminal background check is approximately \$90.00.