

# MARCH 2023

## Corporate News and Events

# QUINTESSENTIAL

## MORTGAGE GROUP

### March Birthdays

3/5	A.J. Tejada
3/7	Louis Chiappetta
3/9	Joe Ferri
3/12	Tami Arnowitz
3/13	Aura Ibarra
3/14	Mike Caminiti & Christina Zou
3/16	Daniel Ciardiello
3/17	Lavdie Maqedonci Krasniqi
3/22	Shaun Meller & Linda Chen

### Employee Anniversaries

1 Yr.	Michael Grant
1 Yr.	Fitz Figueroa

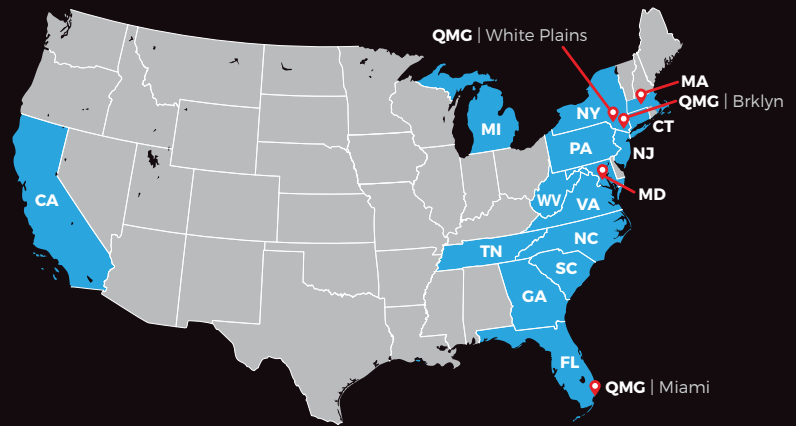
## Have You Heard The News?!

QMG is now licensed in fifteen states with more to come! Take a look at the Map below to see which states we are established, along with current office locations.

#### Established

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

#### Licensed States & Office Locations



### Upcoming Events

3/7	Monthly Team Leader, Sales & Ops Meeting
3/8-9	“Loan Officer Training” for all new hires from 2 p.m. – 3 p.m. w/Fitz Figueroa
3/16	Reverse Mortgages “Is this Right for my Borrower” from 2 p.m. – 3 p.m. with Fitz Figueroa and Marnel Garcon
3/20	“Sales & Relationship Building” from 2 p.m. – 3 p.m. with Fitz Figueroa and Susan Belise
4/11	April Team Leader, Sales & Ops Meeting

### 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](mailto: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](mailto:danielle@qmgllc.com) to confirm.

# STATS

and More...

# QUINTESSENTIAL

## MORTGAGE GROUP

## February's Top 5 Origination and Closed Loans

### February Originations

Loan Officer	Volume
Anthony Forte	\$ 7,293,511
Allie Abbatiello	\$ 5,991,320
K2	\$ 5,416,645
Timmy Mai	\$ 5,360,221
Armando Tejada	\$ 3,928,136

### February Closed Loans

Loan Officer	Volume
Anthony Forte	\$ 6,650,515
Robert G. Miller	\$ 3,996,579
Allie Abbatiello	\$ 1,986,155
Christina Ford	\$ 1,563,800
K2	\$ 1,539,234

### 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](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](mailto: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 **Jane Oberman**.



As QMG's Controller, Jane interacts with the entire staff daily and always has a positive attitude. Jane not only goes above and beyond in her role, she is always willing to roll up her sleeves to help others. You may see her covering Aura at reception, ordering supplies, fixing phones and simply too many other acts of kindness to list. She is truly invaluable to QMG!

**Thank you Jane for all you do!**

## QMG New Team Members



**Larry Aboudi**  
Sr. Loan Officer joins us from Wells Fargo and will be working out of our Brooklyn office on Mike Caminitti's team.



**Mike Piazza**  
Sr. Loan Officer joins us from CrossCountry and will be working out of our White Plains office on Anthony Forte's team.



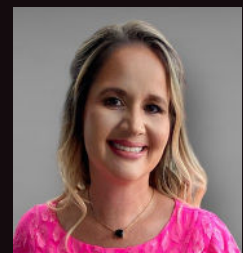
**Jake Rimberg**  
Loan Officer joins us from Loan Depot and will be working out of our White Plains office on Allie Abbatiello's team.



**Paul Lundholm**  
Loan Officer joins us from CrossCountry and will be working out of our White Plains office on Mike Piazza's team.



**Virginia Velez**  
Loan Officer will be working out of our White Plains office on K2's team.



**Amaris Costa**  
joins us from CrossCountry and will be working out of the Miami office on Gary Ayer's team.