

AUGUST 2023

Corporate News and Events

QUINTESSENTIAL

MORTGAGE GROUP

August Birthdays

8/2	Michael Grant Allie Abbatiello
8/5	Maria Garcia (Miami)
8/6	Michelle Roche
8/11	Cameron Stapleton (Miami)
8/15	Gina Ferri
8/21	Joe Siciliano & Jesse Maracallo



Employee Anniversaries

1 yr	Aura Ibarra Erik Johnson Anthony Soberanes
2 yrs	Carrie Giammarino
3 yrs	Jesse Maracallo
6 yrs	Jorge Alvarado

Upcoming Events

8/8	Cut Off for Live CE Training Signup
8/15	Monthly Team Leader, Sales & Operations Team Meeting

Loan Originator Training

(2 day program):

8/10 10:00 AM

8/11 10:00 AM

Sexual Harassment and Discrimination Prevention

8/29 3:00 PM

QMG's Clean Desk Policy

As many of you know, we have a Clean Desk Policy in place at Quintessential Mortgage Group. This policy is designed to help protect our sensitive data and to create a more professional and productive work environment.

Here are a few things to keep in mind when following the Clean Desk Policy:

- At the end of each workday, please clear your desk of all personal belongings, including laptops, phones, and papers.
- Shred or securely store any sensitive documents before leaving your desk.
- Lock your computer and other devices when you are away from your desk.
- Keep your desk clean and organized.

Here are some additional benefits of following a Clean Desk Policy:

- It can help to prevent theft or unauthorized access to sensitive information.
- It can create a more professional and inviting work environment.
- It can help to reduce stress and improve productivity.

By following these simple guidelines, we can help to keep our data safe and our work environment secure. QMG encourages everyone to follow the Clean Desk Policy and help to keep our company safe and secure.

STATS

and More...

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July's Top 5 Origination and Closed Loans

July Originations

Loan Officer	Volume
Timmy Mai	\$ 5,557,000
K2	\$ 5,400,223
Albert Abbatiello	\$ 4,938,047
Alan Strozza	\$ 4,781,807
Nicholas Congello	\$ 4,223,540

July Closed Loans

Loan Officer	Volume
Timmy Mai	\$ 4,355,736
Anthony Forte	\$ 4,164,144
Albert Abbatiello	\$ 3,753,091
K2	\$ 2,859,925
Daniel Ciardiello	\$ 2,810,200

Open Positions ☆☆☆

Loan Officers

QMG is seeking experienced Loan Officers to join our teams in Sacramento, Charlotte, Miami/Ft. Lauderdale and tri-state area. If you know someone who would make a great addition to our team, please contact danielle@qmgllc.com. Referral fee of 5K

QMG Employee Spotlight!



Aura Ibarra WP

Aura Ibarra, is our receptionist in our White Plains office. She is always greeting everyone with a smile as they come into the office and help when needed. We appreciate her professionalism, hard work and dedication.

Thank you Aura!

QMG's Latest Team Players!



Ashley Ramos MIA

joins us from North Pointe Bank and will be working with Maria Ricci in our Miami office.



Lliya Kovachev WP

joins us from M&T Bank and will be working on Mike Piazza's team in our White Plains office.



Justin Sokol WP

joins us from Cross Country and be working on Mike Piazza's team in our White Plains office.



OPERATIONS Suzy Meyer WP

joins us from UNMB Home Loans and will be working on Tori's team as a Loan Processor.

Headshots & Social 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

Onboarding Process

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

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

Anti-Money Laundering Training

CLOES.online
Mortgage Loan Originator
Education System



Online Training

Just a reminder, the Anti-Money Laundering Online Training is now available on **CLOES.online**. This is a mandatory training requirement and must be completed before 12/31/2023.

You can log in to your CLOES account by going to **CLOES.online**. If you do not remember your password, please use the Reset Password option on the main Log-in Screen. If you currently do not have access, please email fitz@qmgllc.com and he will get you set up with an account.