

SEPTEMBER 2023

Corporate News and Events

QUINTESSENTIAL
MORTGAGE GROUP

September Birthdays

9/8	Kamau Selby
9/20	LouAnn Daprato
9/22	Emelin Arias-Gil
9/23	Paul Lundholm

Attention All Mortgage Loan Originators

2023 Annual License Renewal Is Here!

Employee Anniversaries

1 yr	Vlad Shin (Brooklyn) Louis Chiappetta (WP) Josh Barrow (WP) Michae Hauser (WP) Marnel Garcon (WP) Kei Kullberg (WP)
2 yrs	Danielle Kalaau & Andrea Zambrano (WP)
4 yrs	Anthony Scopelliti (WP)
5 yrs	Matt Greenleaf (WP)
8 yrs	Robert Miller (WP)
9 yrs	Tori Sexton (WP)
10 yrs	David Linn

Upcoming Events

9/12	Monthly Team Leader, Sales & Operations Team Meeting
9/26	Sexual Harassment and Discrimination Prevention
10/10	Monthly Team Leader, Sales & Operations Team Meeting

Renewal Guide	Action	Resources
Ensure your record is up to date	Submit any amendments via a filing under the Filing tab as needed.	Individual (MU4) Amendments Quick Guide or ask Bernard Law Group to help
Confirm licenses are in a status eligible for renewal.	Review the State Registration List under the Composite View tab.	License Status and License Items.
Clear any outstanding license items.	View the Outstanding License Items on the dashboard and take the necessary action(s).	Bernard Law Group is here to assist.
Ensure CE compliance.	Complete required annual CE as needed.	See Jane Oberman to register for the live CE class being held on October 3, 2023.
Verify whether fingerprints are expired.	Review the fingerprint status in the Criminal Background Check If expired, schedule new fingerprints.	Bernard Law Group will send you an email to schedule, or email: Michaelia@bernardlawgrp.com sharon@bernardlawgrp.com
Review agency-specific Renewal requirements.	Review the Annual Renewal page of the NMLS Resource Center.	Renewal Checklist Compilation https://mortgage.nationwidelicensingsystem.org/slr/common/renewals/Pages/default.aspx

Due to Popular Demand!

Our vendor has created a QMG storefront for employees who want additional clothing items. See link below!

<https://logosgreenwich.com/quintessentialmg/shop/home>



The Bernard Law Group

The Bernard Law Group will schedule a renewal period in the beginning of November, to assist with your renewals. We will make this process as seamless as possible. If you have any questions, your resources are:

Sharon Cox sharon@bernardlawgrp.com (561) 235-2113
Michaelia Anerson michaelia@bernardlawgroup.com (561) 235-2113, or
Wendy Bernard wendy@bernardlawgrp.com (203) 805-4521

STATS

and More...

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August's Top 5 Origination and Closed Loans

August Originations

Loan Officer	Volume
Timmy Mai	\$ 6,697,498
Albert Abbatiello	\$ 4,863,611
K2	\$ 4,293,577
Kei Kullberg	\$ 3,753,123
Raquel Carranza	\$ 3,746,527

August Closed Loans

Loan Officer	Volume
Albert Abbatiello	\$ 6,950,366
Timmy Mai	\$ 6,620,250
K2	\$ 4,774,774
Kei Kullberg	\$ 3,925,350
Nicholas Congello	\$ 3,915,027

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

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

QMG Employee Spotlight!



John Giordano WP

We're thrilled to spotlight John from our White Plains office! Wearing multiple hats as both a Loan Processor and Loan Originator, John has surpassed expectations. Within just two months of joining us, he has impressively closed 20 loans in the last month alone. His dedication and work ethic are unmatched, and we're genuinely grateful for his commitment to excellence.

Congratulations John!

QMG's Latest Team Players!



Jennifer Gordillo WP

joins us from United Mortgage Group and will be working on K2's team.



Alan Schlossman WP

joins us from Citizens Bank and will be working on Mike Piazza's team.



Joe Anthony WP

joins us from NJ Lenders Corp and will be working on Allie's team.



Chris Karas WP

joins us from NJ Lenders Corp and will be working on Allie's team.



Liz Rivas WP

joins us from Cross Country and will be working on on Mike Caminiti's team.



Charlie Morris WP

joins us from Valley Bank and will be working on Kei Kullberg's team.

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.