



NAMB MAGAZINE

**The Latest in
Compliance**

**Recognizing
Black History
Month**

**The Year of the
Buy-Down?**



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BY STRATEGIC COMPLIANCE PARTNERS

The National Association of Mortgage Brokers is the voice of the mortgage industry, representing the interests of mortgage professionals and homebuyers since 1973.

President's Letter

JIM NABORS, CMC, CVLS, CREV, CFMP



Dear Members,

As we celebrate Black History Month, the National Association of Mortgage Brokers, through its Expanding Lending Opportunities Committee, emphasizes that mortgage brokers have significant roles in fostering homeownership & wealth-building opportunities within historically underserved communities.

NAMB Mortgage Brokers are increasingly leveraging a multitude of social media platforms to improve minority lending by expanding outreach, fostering trust & providing access to financial education. Strategic use of these digital tools aims to bridge the gap between underserved communities & homeownership opportunities. NAMB Mortgage Brokers work with borrowers to help navigate systemic barriers, including all forms of discriminatory lending practices which limit access to credit & bridge the gap of financial literacy.

By providing tailored loan solutions & advocating for diverse clients, Mortgage Brokers have brought borrowers & lenders together in facilitating access to affordable home loans for all. NAMB is proud of the work our members have done & will continue to reach out to all communities with the goal of leaving no one behind in having the opportunity to own a home.

Respectfully,
Jim

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UPCOMING CERTIFICATIONS

[NAMB.ORG/CERTIFICATIONS](https://namb.org/certifications)



CERTIFIED VETERANS LENDING SPECIALIST CLASSES:

- Denver, Colorado
February 17, 2025
- Independence, Ohio
March 6, 2025
- Tucson, Arizona
April 22, 2025

CERTIFIED REVERSE MORTGAGE SPECIALIST CLASS:

- Salt Lake City, Utah
March 5, 2025

We're proud to recognize some of our amazing members who contribute to a tradition of Black excellence & help shape our mortgage industry.

CELEBRATING BLACK HISTORY MONTH



BATHSHEBA FRANCIS **CFMP, CREV**

**Mortgage Broker,
Well Connected Funding**

Mableton, GA

NAMB member since 2022

What was your first paying job? It was a small business I started at age 14, where I sewed & sold MC Hammer pants to my classmates. Creative, entrepreneurial & it gave me my first taste of business — marketing, customer service & managing a product line!

Why did you choose mortgage? My personal experience played a significant role: When I first applied for a mortgage, I was denied. However, I didn't give up — I worked hard to increase my credit score by reducing & managing my debt. I became the first person in my family to apply for a home loan and, over time, I was one of the first in my family to become a homeowner. I understand firsthand the profound impact that owning property can have on a family's financial stability & well-being. This motivates me to help others achieve their homeownership dreams as I did.

If you could have a career doing anything else, what would it be? I would be a corporate trainer. I've always had a passion for teaching & helping others develop their skills. In a corporate setting, I'd enjoy facilitating professional development & empowering individuals to reach their potential. It would be fulfilling to share knowledge, inspire growth & contribute to the success of teams & organizations.

AVALON McLEOD

**President,
McLeod Capital Fund Inc.**

Ft. Lauderdale, FL

NAMB member since 2021

How does NAMB membership help you? NAMB is my virtual mortgage coach! I look forward to reading the magazine every month to learn something new to apply to my business. NAMB has helped me bridge the knowledge gap & shaped me into a better mortgage broker.

Describe a work highlight or milestone.

Undoubtedly, winning NAMB Mortgage Broker of the Year for 2024. When I look at how I started, where I'm at now & how much I've accomplished since 2019, it gives me goosebumps. I have also won Largest Deal of the year from NACLB & was nominated by AAPL for Rookie of the Year!

What was your first paying job? Most people don't know this but my first paying job, right out of high school, was as a loan officer assistant at a loan & insurance company in Ocho Rios, Jamaica. Decades later I'm running my own mortgage company!

I've been a financial advisor since 2015, specializing in personal finance, risk management & retirement planning. I met my mentor at a finance seminar & eventually fell in love with mortgages. In 2020 I opened my own brokerage doing business purpose mortgages. In 2021 I got my NMLS license & it's been a great marriage.

DIONNE BASS

**Founder,
Ask the Underwriter**

Marietta, GA

NAMB member since 2022

What motivates you in your current position? I'm motivated by the opportunity to provide the training & support I didn't have when I started in the industry. Back then, the only training material I had was from MGIC. There was a real need for proper training & development for both sales & operations, and that need still exists today. Being able to fill that gap & help others succeed drives me every day.

What brought you to mortgage? I got into the mortgage industry 29 years ago when I needed to find a "co-op internship" for the business college I was attending. [My mentor] happened to be a mortgage broker — and the rest is history!

Describe a work highlight or milestone.

My mentorship group sessions meet weekly for an hour to discuss questions about the training material & I provide real-world examples to reinforce what they're learning. This week's session was exciting because everyone actively participated! We extended the session for two hours to dive deeper — calculating income together on screen so everyone could understand, exploring lender portals to answer questions about conditions, and even restructuring a loan that a lender had initially deemed unworkable. It was the BEST session ever!

PROFILES CONTINUED ON PAGE 12



Home loans for a wide range of borrowers.



You want to be there for your borrowers. That's why Newrez offers a stacked suite of loan products, from conventional to non-qualified mortgages (non-QM). Our technology makes loan origination easier and more efficient, so you can help homeowners and grow your business.



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Smart Marketing to Win Trust

BY JOSH BOPP



As 2025 gets underway, it feels like the housing market is reaching a turning point. While optimism is rising, rates remain elevated & low housing inventory continues to limit buyer opportunities.

Of course, brokers can't control these things — but there are ways to tilt the odds in their favor. One of the best strategies is building & maintaining deeper relationships with Realtors, who play a crucial role in driving new buyer opportunities. The more loan officers can address & align their value proposition with the needs of agents, the better positioned they'll be for success.

Building these partnerships requires more than just offering competitive rates. It's about consistently being there with the right resources, insights & support that help Realtors do their jobs more effectively.

The question is how to get there.

As the housing market has evolved, so have the needs of Realtors. Right now, one of an agent's biggest challenges is working with potential homebuyers who are understandably nervous about rates & home prices.

For this reason, Realtors want mortgage partners who can provide more than just financing options. They expect timely, consistent communication, particularly when it comes to changes in the market that could impact their business. Whether it's a shift in interest rates, housing inventory levels or the national economy, Realtors want to be the first to know so they can educate & inform their own clients & prospects.

Once they have a ready buyer, Realtors also need loan officers who can help them answer the buyer's questions, calm their fears & keep their homeownership plans on track. This is why loan officers need to consistently share easy-to-understand information about the buyer's mortgage options, how to qualify a buyer & the status of the buyer's loan.

At the same time, it's crucial for LOs not to overwhelm Realtors with too much info. They don't need a flood of emails or complex reports on the state of the mortgage market. Rather, they prefer relevant, bite-sized pieces of information they can quickly absorb and use to their advantage. It's about helping them do their job more efficiently, which is key to building long-term, fruitful relationships.

Realtors value reliability, too, which is why brokers who regularly deliver timely updates & valuable information are better able to generate trust with agents over time. Consistent, relevant messaging builds credibility. The problem? When the rubber meets the road, most marketing tools aren't much help.

Technology can be a powerful tool for strengthening relationships with Realtors by making communication smoother & more efficient. Automated marketing & CRM systems allow loan officers to stay in touch with agents by sending timely & relevant updates automatically, so they don't have to spend hours managing each message individually.

Unfortunately, there is a large gap between marketing platforms that brokers will actually use & ones they won't. Too

many solutions on the market are bloated with extra bells & whistles that most brokers don't need. Others are too difficult & time-consuming to implement. As a result, most software goes unused.

Whether it's a shift in interest rates, housing inventory or the national economy, Realtors want to be the first to know so they can educate their clients.

With so much on the line, it's critical for brokers to think carefully about the type of marketing platform they choose. Effective tools don't require complex implementations or unnecessary features. They should be quick & easy to use. They should take no more than an hour to set up. They should automate & manage all communications with Realtors, so brokers can free up time to focus on building relationships & closing deals.

A truly powerful marketing platform should enable brokers to launch automated campaigns at the click of a button. It should also quickly & seamlessly integrate with the broker's LOS & ensure Realtors receive real-time updates on their client's

CONTINUED ON PAGE 10



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A Headache You Can't Ignore

BY JOSH WEINBERG

Let's be honest, when you got into the mortgage industry, you were probably dreaming of closing deals, helping clients buy their dream homes & maybe even rolling up to meetings in a sleek new car. You were probably not thinking about Mortgage Call Reports (MCRs). But guess what? If you ignore them, that dream car might turn into a rusty bike real quick!

MCRs are one of the most impactful compliance issues mortgage brokers face, and not paying attention to them can land you in a world of trouble.



Imagine if the government asked you to do your taxes four times a year but instead of mailing them in required you to submit them through a system designed by the IRS. That's basically an MCR.

Here's the short version: If you're a licensed mortgage broker, you're required to submit a Mortgage Call Report every quarter through the NMLS (Nationwide Multistate Licensing System & Registry). These reports contain detailed information about your loan activity, financials, and licensing status. Sounds easy, right? Not so much.

They demand precision, attention to detail, and most importantly, on-time submission. Fail to file correctly and you could face fines, audits, license suspensions, or even the dreaded "administrative action" that could put your business in jeopardy.

The Top 3 Ways Mortgage Brokers Mess Up MCRs

1 "I'll Do It Later" Syndrome

Procrastinating on your MCR is like ignoring a "Check Engine" light. Sure, nothing bad happens right away, but one day, the whole thing just blows up. MCR deadlines are strict. Missing one isn't like forgetting to send a birthday card — it comes with serious consequences.



NAMB PAST PRESIDENTS

NAMB thanks our past presidents for their devotion, time & contributions to the growth of the organization. Each made tough decisions based solely on what was best for NAMB, not on politics or what was popular. Their leadership & clear vision for the future will be a lasting legacy for generations to come.

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Don Roberts
1984-1985

John Yessayan
1984

Ron Ames
1983

M.J. Simon
1982



❷ The “Oops, I Didn’t Know That” Excuse

MCRs are not one-size-fits-all. The requirements change depending on your business activities & the states you are licensed in. Plus, NMLS implemented version 6 of the MCRs starting in January of this year, and version 7 is currently out for comments. If you’re not keeping up, you might be missing key information that gets you flagged.

❸ Overconfidence, AKA “How Hard Can It Be?”

Ah, the classic last words of many mortgage professionals – before realizing they’ve accidentally reported negative revenue or failed to balance their financials correctly. The NMLS system isn’t exactly intuitive, and even one small mistake can lead to a compliance headache.

What Happens If You Mess Up Your MCR?

If your MCR is inaccurate, incomplete or late, you could face:

- Regulatory fines (and not the “oh, just a few bucks” kind)
- License suspensions (a.k.a. no more closing deals)
- State investigations (because who doesn’t love an exam?)
- Publicly available compliance violations (say goodbye to your pristine reputation)

In short, it’s bad news for your business, your bottom line, and your stress levels.

But you don’t have to do this alone. Instead of spending hours wrestling with the NMLS system, triple-checking your numbers & praying you got everything right, let Firstline Compliance help.

We’re compliance experts who actually enjoy dealing with mortgage regulations (yes, we exist)! We know exactly what needs to be filed, when it needs to be filed & how to make sure you stay in the clear.

You became a mortgage broker to help people get loans, not to lose sleep over quarterly reports. Don’t let Mortgage Call Reports become the reason your business takes a hit. We’ll take the compliance burden off your plate so you can focus on what really matters: closing deals & growing your business. **NM**

Josh Weinberg is the President of Firstline Compliance, a leading operational risk and compliance advisory services firm specializing in the mortgage industry. To learn about Firstline’s comprehensive solutions designed specifically for the needs of mortgage brokers, reach out to Josh at josh@firstlinecompliance.com.



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SMART MARKETING, CONTINUED FROM PAGE 6

loan. When LOs provide these updates quickly & consistently, it builds trust & keeps the process moving forward smoothly.

Personalized content is also essential in fostering strong Realtor relationships. Whether it's a co-branded flyer for an open house or a newsletter that highlights relevant market insights, personalized content helps create a deeper connection between mortgage professionals & their Realtor partners, fostering a mutually beneficial relationship that can lead to long-term success.

The bottom line is that Realtors want to work with honest, trustworthy brokers who make their jobs easier, not harder. In the same way, brokers need marketing technology that not only makes building Realtor relationships less complicated, but helps homebuyers finance their purchases with greater efficiency.

By leaning on modern marketing tools that make it easy to provide consistent, timely & relevant messaging, brokers can not only maintain strong partnerships but also ensure a steady pipeline of business into 2025 & beyond. **NM**

*Josh Bopp is the president & CEO of **Aduvo**, where he leads efforts to simplify & automate marketing for mortgage professionals, helping them improve efficiency & profitability. Bopp is also the founder of **FocusIT**, a provider of web-based solutions serving over 2,000 mortgage clients & 13,000 professionals nationwide. He can be reached at josh@aduvo.com.*

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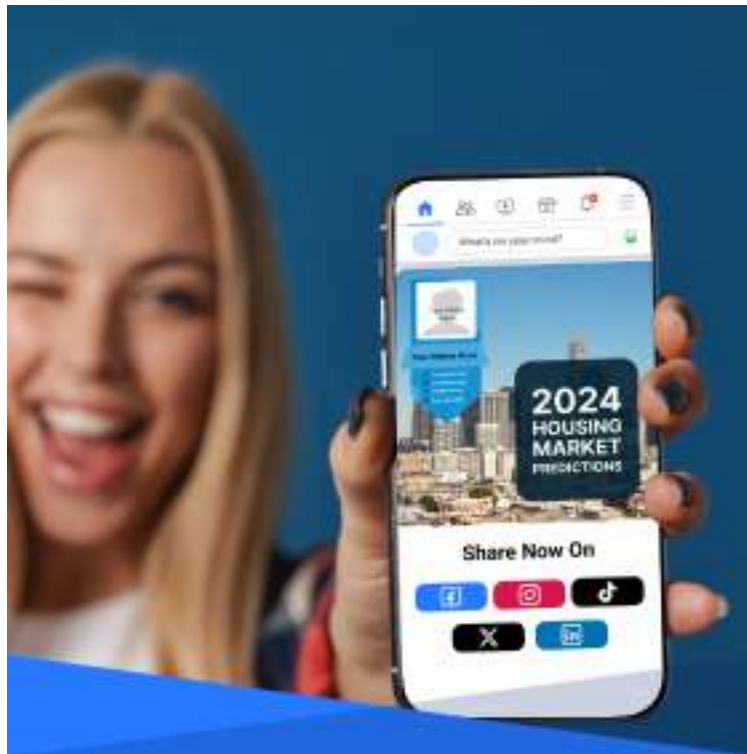


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Will 2025 Be the Year of the Buy-Down?

BY ANNA DeSIMONE

For decades, mortgage lenders have originated loans where borrowers paid additional points for the purpose of lowering their interest rate. This practice is known as a “permanent buydown.” Typically, one point might reduce the rate about one-quarter percent for the life of the loan — depending on market rates and other factors.

“Temporary buydowns,” also known as “short-term” or “subsidy” buydowns are structured with lower mortgage payments for an initial period of time, usually two or three years. Temporary buydowns are like escrow disbursements working in reverse.

Buydown funds are held in an escrow account by the lender or loan servicer. Each month, the proportioned amount of money is subtracted from the subsidy account & allocated toward the borrower’s payment. TRID total loan costs and the amortization schedule are the same as a normal mortgage program; no additional financial disclosures are required.

Buydown funds can be funded by the lender, or property seller or other contributed party. Fannie Mae & Freddie Mac impose no limits as to the total amount of the buydown, with the exception of funds provided by certain contributed parties. For conforming loans, temporary buydowns are available on purchase transactions for primary residences & second homes. Freddie Mac permits buydowns on cash-out refinances. They are available on both fixed rate & adjustable rate mortgages, with some ARM restrictions.

Fannie Mae & Freddie Mac require borrower qualification to be based on the note rate. Non-QM lenders may have more flexible underwriting guidelines; rules may vary based upon the length of the buydown term. Depending upon other transaction characteristics, temporary buydowns could be considered a compensating factor.

There are many prospective homebuyers who actually qualify for a mortgage at the current market rate but they are reluctant to stretch their budget — and with good reason. As an example, a family may have weekly child care expenses of \$300, which is not factored into the DTI ratio. However, that \$1200 monthly obliga-

3-2-1 Buydown on \$200,000 Loan				
	Interest Rate	Payment	Monthly Savings	Subsidy
Year 1	4%	\$955	\$335	\$375
Year 2	5%	\$1,070	\$260	\$257
Year 3	6%	\$1,200	\$130	\$132
Years 4 - 30	7%	\$1,330	0	0
Total subsidy fund:				\$9,172

Figures shown are rounded.

tion may diminish in three years because their child will be enrolled in kindergarten.

The example above illustrates a Three-Two-One buydown, which means that the borrower’s monthly payment is effectively at a rate 3% below market for the first year, 2% below market the second year, and 1% below market in the third year. Monthly payments for the actual note rate (7%) begin in the fourth year and continue for the remainder of the loan term. For a \$300,000 mortgage, the required subsidy amount is \$9,172.

“Two-One” buydowns are popular option, and are structured with a 2% rate reduction in year one, followed by a 1% reduction in year two. On a \$200,000 mortgage, the monthly savings would be \$260 the first year, followed by \$130 the second year. The total subsidy fund for this example would be approximately \$4,500.

Borrowers will need to provide a signed agreement from the entity paying for the buydown costs. Financing would be structured similarly to transactions closing costs are rolled into the loan amount. There are no limits to the amount of buydown funds, however, any closing costs being financed must comply with the investor’s financing concession limits. If the borrower sells their home or refinances before the subsidy is depleted, any remaining funds would be applied to the outstanding principal balance.

Fannie Mae published guidance on 8/7/24, Temporary Interest Rate Buydowns, outlining eligible properties & general guidelines. Freddie Mac provides guidance, Temporary subsidy buydown plans, as well as step by step instructions, “How to submit a loan through Loan Product Advisor.” **NM**

Anna DeSimone is author of Closing the Gap in Homeownership – Re-writing the Rules Against Mortgage Discrimination. She provides consulting services to the mortgage industry at Housing Research, LLC. annadesimone.net



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Transform Your Mortgage Brokerage with Compliance Outsource

Navigating compliance as a mortgage broker can sometimes feel like trying to juggle flaming torches — stressful, overwhelming & with very little room for error. That's why Strategic Compliance Partners (SCP) has introduced Compliance Outsource, a game-changing solution designed to take the weight of compliance off your shoulders. Whether you're just starting your brokerage journey or managing a growing operation, Compliance Outsource provides the tools & support you need to stay ahead.

■ What Is Compliance Outsource?

Imagine having a dedicated compliance team without the cost & complexity of building one in-house. That's what Compliance Outsource offers. SCP's team of experts becomes your compliance partner, handling everything from managing your company's policies & procedures to navigating audits, licensing & NMLS upkeep. It's like having your own compliance superhero squad — minus the capes (but we're open to suggestions).

Here's the kicker: SCP has teamed up with Artemis, a leader in fractional business success management for brokers. This collaboration means you're not just getting compliance help; you're getting a powerhouse team committed to your overall success!

■ Why Brokers Love Compliance Outsource

Compliance Outsource is more than a service — it's a lifeline for brokers juggling multiple priorities. Here's why it's such a hit:

- **Stress-Free Licensing Support:** Are you an LO looking to become a broker? Or a broker expanding operations? Compliance Outsource simplifies the licensing process so you can focus on growing your business.
- **Audit-Ready Assistance:** Concerned about CFPB audits? SCP ensures your compliance framework is bulletproof, making audits a breeze (well, as much as audits can be).

- **NMLS Upkeep Made Easy:** Forget scrambling to file MCR reports or renewals. Compliance Outsource takes care of these essential but time-consuming tasks so you don't have to.
- **Customized Compliance Solutions:** Since every brokerage is unique, Compliance Outsource offers tailored solutions, ensuring your business stays protected & profitable.

■ Real-World Success Stories

Take Sarah, for example. She was a loan officer ready to open her own brokerage but felt overwhelmed by the licensing process. After partnering with SCP, she was up & running in no time, with all her compliance needs handled from day one.

Or consider Mike, a broker facing an unexpected audit. With SCP's Compliance Outsource team on his side, he navigated the process smoothly, avoiding costly penalties and headaches.

Pro Tip: Don't wait until compliance issues arise to act. Partnering with a team like SCP early can save you from costly mistakes and give you peace of mind. Think of it as an investment in your business's future.

■ The Numbers Don't Lie

- Did you know the CFPB conducted over 1,000 audits last year? Many of these audits revealed compliance gaps that could have been avoided with proper preparation.
- NMLS reports show that 30% of brokers miss key renewal deadlines, risking fines & operational setbacks. Compliance Outsource ensures you're never part of that statistic.

■ Ready to Level Up Your Compliance Game?

Compliance doesn't have to be a burden. With SCP's Compliance Outsource — backed by the added expertise of Artemis — you get expert support that allows you to focus on what you do best: Help your clients.

Visit our Compliance Outsource page to learn more about how we can support your brokerage. Ready to discuss your needs? Schedule a call with us here, and let's find the right solution for you.

Strategic Compliance Partners' Compliance Essentials Program sets the foundation for new brokers to be compliant. Our policies, training & support help ensure a Compliance Management Program (CMP) is in place. [strategiccompliancepartners.com](https://www.strategiccompliancepartners.com)

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CELEBRATING BLACK HISTORY MONTH

CONTINUED FROM PAGE 4

BATHSHEBA FRANCIS, CONT'D

Nonprofit cause you're passionate about:

I'm passionate about Better Communities Reimagined, a nonprofit that focuses on providing down payment assistance (DPA) to families in need.

What's your favorite hobby? State park trail walking: Being immersed in nature – surrounded by trees & the peaceful sounds of the outdoors – is incredibly relaxing for me. It provides a much needed opportunity to unwind, clear my mind & recharge. It helps me clear my thoughts & return to daily life feeling refreshed.

How does NAMB membership help you?

It's incredibly beneficial for staying connected to key leaders in the mortgage industry. Through the PAC (Political Action Committee), we are able to pool resources to effectively advocate for industry interests & influence policy decisions that impact our profession. The association is a great support system, keeping us up-to-date with industry trends, regulatory changes & responses to emerging challenges.

What else could NAMB offer its members? NAMB can continue to expand its educational resources & training opportunities, especially as the mortgage industry evolves with new regulations & market dynamics; provide more specialized webinars & certifications tailored to emerging trends; and provide members with tools & resources to navigate an ever-changing market.

Where do you see yourself in 5 years? I plan to expand our team with 5 new agents to help more people achieve homeownership. I aim to enhance our ability to serve clients & reach a larger community. I'm excited to mentor new agents & continue making a difference in the industry.

AVALON MCLEOD, CONT'D

Describe your professional mentor: My professional mentor has been in banking & real estate for over 50 years. I'm privileged to have acquired such a wealth of knowledge & guidance throughout my career so far. If you don't have a mentor find one! It is mandatory for your success.

What motivates you in your current position? What motivates me is waking up every day, connecting with people & impacting them in a good way. We are in the dwelling business, and every day there are triggering activities that require us to help our clients accomplish their goals. I'm ready to help & play ball.

If you could have a career doing anything else, what would it be? A musician. If I should quit mortgage tomorrow I would definitely be doing music full-time! I'm also a licensed financial advisor for life insurance, annuities, long term care & retirement plans before I started doing mortgages. I would probably still be doing this if I wasn't in mortgage.

Your healthiest habit? I would say my healthiest habit is drinking a lot of water, always praying & having the faith of a mustard seed.

Nonprofit cause you're passionate about? I have a nonprofit called EGO (Esher Gift Organization). We focus on happy giving & financial literacy. A lot will be rolled out in 2025!

Where do you see yourself in 5 years? In 5 years I will be focusing on recruiting. My goal is to show a hundred LOs how to do what I do. In the meantime, I'm focusing on building my agency & making a name for myself until I'm ready to have others make a name for me.

DIONNE BASS, CONT'D

How does NAMB membership help you?

Being a NAMB member helps me connect with other mortgage professionals, lenders & industry vendors, which helps me grow & build referral business. It gives me a chance to serve my community by sharing information about new programs, opening the door to homeownership for more people.

What else could NAMB offer its members? I'd love to see NAMB expand its efforts with the Equal Lending Opportunities Committee. If there's a committee member in the state, including a 10-minute segment on these topics during the road show would be fantastic. It would help extend our efforts to open the door to homeownership for more people.

Favorite vacation spot? Panama City Beach. At this point in my life, I prefer getting to my destination quickly, and Panama City Beach has everything I need — clear water & white sandy beaches.

Your healthiest habit? Eating vegetables has become one of my healthiest habits. For years, I was like a toddler & didn't like them, but now my diet is probably 75 percent vegetables & only 25 percent meat. It's been a big change for the better!

Where do you see yourself in 5 years? In 5 years, I see Ask the Underwriter growing into a trusted resource in the mortgage industry — reaching more people through online courses, webinars & mentorship programs. I also want to focus on advancing DEI & fair lending initiatives to help make homeownership more accessible. I plan to build a strong team to expand our impact & continue making a real difference in the industry & the community. **NM**

■ Be associated with an established industry group (founded in 1973)

■ Get legislative representation in Washington DC through our advocacy and NAMBPAC

■ Elevate yourself professionally by adhering to a strict Code of Ethics

■ Earn designations such as the GMA, CRMS and CMC

■ Display the Lending Integrity Seal of Approval (LISA) as a Lending Integrity Professional

■ Get CVLS, CFMP, CCS & other industry-supported certifications

■ Continue your education with NAMB U classes, webinars & events

■ Enjoy valuable member discounts

■ Improve your tech game with NAMB Toolbox's tech-centric partners

■ Network with your peers at NAMB's national conferences!

namb.org/membership

Membership Types

PROFESSIONAL \$150

Membership in this classification is open to any individual who meets the definition of a Mortgage Professional as described in the NAMB Bylaws. A Professional Member shall be a voting member of the Association and shall also receive additional benefits included in the policy & procedures manual, as well as a Certificate of Membership.

ASSOCIATE \$150

Membership in this classification shall be open to any individual who does not meet the definition of Mortgage Professional as described in the NAMB Bylaws. Associate Members shall not have a vote in the affairs of the Association, but may serve on committees and will also receive a Certificate of Membership.

PROFESSIONAL NEWLY LICENSED no charge

Only for first-time members & mortgage professionals who are newly licensed for the first time for less than one year. Membership will be approved once verified at nmlsconsumeraccess.org. This membership class does not carry voting rights.

CORPORATE tiered annual dues

Offers membership to a Company & will be assigned individual membership as either Professional or Associate based on membership qualifications. \$1300, up to 10 members, \$3250 up to 25 members, \$6750 up to 50 members

NAMBPAC optional

Contributions to NAMBPAC are voluntary, may be made in any amount, and individuals may elect not to contribute without fear of reprisal. Contributions are used for political purposes, specifically to support federal candidates who support mortgage professionals, consumers & small businesses. NAMBPAC contributions must be made with a personal (not corporate) credit card or check.



Membership Application

Last Name

First Name

Company

Title

Mailing Address

City

State

Zip

Office Phone

Mobile Phone

NMLS#

Email

Authorization: I am applying for NAMB membership & agree to abide by the requirements of the NAMB Code of Ethics & NAMB Best Lending Practices. I also pledge to adhere to & support the NAMB Bylaws & Policies, as they are written today & as they may be amended from time to time. I authorize NAMB to charge my credit card in the amount stated below.

Signature

Payment Total

Date

NEW! Monthly (\$14.99/mo) & Quarterly (\$39.99/quarter) installments available for Professional & Associate memberships. Auto renew is required.

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NAMB will only use your email address for official NAMB business. NAMB may not share your email with its direct subsidiaries. NAMB will not sell or share your email with any third party.

NAMB.ORG/LRC

NAMB LRC is our advocacy event, designed to influence positive change in the industry.

NAMB PAC, along with our team of lobbyists, represent mortgage brokers' interests on Capitol Hill.

This year's LRC will be held March 31-April 2, 2025. Registration is open now!

NAMB.ORG/LRC



MARCH 31 - APRIL 2, 2025



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NAMB.ORG/NATIONAL

NAMB National is our annual conference, and the premier event in the country for mortgage professionals.

This year's gathering of more than 3,000 industry colleagues will be held October 17-20, 2025, at Caesars Las Vegas.

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