

MBAG Gold Award Guidelines 2008

For Activities & Volume from January 1, 2008 - December 31, 2008

Sponsored by: The Mortgage Bankers Association of Georgia

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What Are The Gold Awards?

The Gold Awards for Loan Originators who are employed by a Member of Mortgage Bankers Association of Georgia (MBAG) were established to recognize Loan Officers who have demonstrated excellence in mortgage banking via Production, continuing Education, involvement with the Association, and professional ethics.

Who Keeps The Records?

The Association staff maintains a report card on each loan officer who attends a Production Council seminar function or an Education function. At the end of the year the loan officer receives their report card if they have completed the basic requirements.

Who Establishes Guidelines?

The Board of Governors of MBAG sets the guidelines each year with advice from the Production Council Committee. The Governors decide what can be counted as GA Credit.

Basic Requirements

In order for a loan officer to be considered for the Gold awards, they must:

- Attend at least three (3) MBAG Sponsored Seminars each calendar year for 3 Gold Award Credits. ***(As of 6/05, all seminars sponsored by MBAG will be for Gold Award Credits and of the 5 Gold Award Credits needed, three (3) of them must be MBAG Seminars.)***

- If you attend three (3) AMBA luncheons, stay and hear the speaker, you may get one (1) Gold Award Credit for attending three (3) of the 8 luncheons.

- Attend at least two (2) additional Seminars each calendar year. These seminars *may be a sponsored seminar of the MBAG, the loan officer's employer or one of the MBAG Chapters.* (Other seminars do not count)

- Each Loan Officer must contribute \$100 to the Good Government Fund by the purchase

of a "101 club pin".

This contribution to the GGF must be made by the time the Nomination Fee is due, or credit will not be given.

- Should you come to the end of the year and lack one (1) credit, you may buy one (1) credit for \$500. ½ of which will go to the Good Government Fund and ½ to the Production Council. (No other exceptions and you must lack only one (1) credit.

■ New "Rising Star" Category Beginning 2007

A category is being added for "newcomers" in the industry. For those loan officers with one (1) year or less experience in the industry, an award will be given if they achieve 10 million or 80 units in their first year. They must meet the other requirements such as giving to the GGF (\$100), getting the education credits and meeting all other criteria required of Gold Award recipients. To be eligible, one should not have begun as a loan officer more than 6 months prior to the calendar year. This will begin with the calendar year 2007 for recognition in 2008.

■ Production Volume Requirements For Loan Officers

There are three (3) volume categories:

Gold - a minimum of \$12 million in originations up to 24.9 million or 120 units.

Platinum - \$25 million originations up to 49.9 million or 250 units.

Diamond - \$50 million and over or 500 units. The top ten recognized will be the ten top with the highest volume reported.

Rising Star - \$10 million or 80 units. (See paragraph above)

These Production volume figures must be verified by the Senior Production Officer of each mortgage company.

Restrictions

The volume must come from **first mortgage and second mortgage transactions with simultaneous**

closings, originated in Georgia. Wholesalers are not eligible for awards.

Once the rules are established each year and publicized, **no exemptions will be considered.**

■ MBAG Chapters Outside Atlanta

Loan Officers who attend their Chapter meetings in *Athens, Augusta, Columbus, Macon, Savannah or Valdosta* may count seminars and chapter meetings sponsored by their local chapter as Gold Award Credits if they are verified by their Chapter President or Secretary. The same numbers apply. Each loan officer must get five Gold Award Credits. They get these from attending their chapter meetings or separate seminars, or training sessions through their companies. ***Three (3) of these must be from Chapter Meetings.***

In order for Chapter Members (only) outside of Atlanta to count a housing project other than the Lend-A-Hand project, approval must be given **before** credit is requested. If there is no Lend-A-Hand Project, a contribution to the Foundation may be substituted.

* As of June 12, 2005, all seminars are for Gold Award Credits and three (3) must be from MBAG Sponsored Seminars. The other two can come from your company.

How Do You Know When These Seminars Are Held?

Each loan officer who requests that they be included on the Production Council mailing list receives each Production Council Flyer and Educational Flyer that is produced. The flyers and dates are also published in the monthly newsletters. Every company who is a member receives the newsletter and in most instances at least three people get the newsletter at no charge. Any member may request to be on the mailing list for the newsletter at a nominal annual fee. In addition, the flyers are posted on the MBAG Web Page under Calendar. The

web address is shown at the top of this page.

How Do You Register?

Loan Officers who wish to attend these MBAG sponsored functions, may register by completing the registration form on the flyer (or downloading the form from the Internet) attaching their check or giving a MasterCard or Visa number and sending it to the Association Administrative Office in Macon. (Address shown above.) *We cannot accept any registrations without a check or credit card. Registrations at the door have a late fee attached.*

All loan officers wanting credit must sign in and sign out on cards provided at the door. If they fail to do this, they will not receive credit for the class. ***This is very important.***

For the seminar, you must sign in and sign the sheet passed around. If you do not do this, you will not get credit. It is the loan officer's responsibility to let us know you attended.

Bonus Points

The MBAG President also offers the *President's Award* to those loan officers who go beyond the minimum requirements. There are Three (3) points that have to be accomplished to receive this award. (All 3 are necessary).

■ Serve on the MBAG board, an MBAG Standing Committee and be an active participant. This includes serving on the board of one of the chapters.

■ Work one full day at the MBAG Foundation Lend-A-Hand project or a housing related project in the chapters outside Atlanta, which must be approved ***in advance by the MBAG Board.*** ***Note: If no project is done, you may make a \$100 donation to the Foundation.

■ Attend Lobby Day at the State Capital.

■ **Rookie of the Year** – The Rookie must be nominated by their company. It must be someone who is new in the business and who has met the criteria for the Gold Awards in their first year in the

industry. If more than one nomination is received, a committee will make the decision on the winner.

When Are The Awards Made?

The awards are given at a banquet in the spring of each year, usually in March.

What Are Other Benefits Of The Gold Awards?

The proceeds from the seminars are used to publicize the Loan Officers who receive these awards.

Each spring, after the Gold Awards Banquet, the Association purchases an ad showing the pictures and names and volume of each Gold Award Winner. This goes in the Atlanta Business Chronicle in the March Financial Issue. The Gold Award winners are also posted on the MBAG Web Site and left there for a year, until the next year's awards.

Recognition is also given in the Convention Program and in the monthly MBAG News.

A special award is given to those loan officers who achieve the Gold Award Status for **10 consecutive years.**

A special logo that is suitable for use on the loan officer's business card is also available.

Gold Award Credits for Convention Attendance

For several years, loan officers have been offered extra credits for attending the annual convention. One Gold Award credit is given for attending the Installation Breakfast. Other credits are given for attending the Educational Sessions at the convention.

Your Participation, Involvement and Comments Are Encouraged

The Production Council and the Association sincerely request your comments and desires on the type of programs offered. If you have a topic you would like to have offered as a seminar, let your wishes be known. If you would like to become involved on one of the Association standing committees, send your name to the Association office.

It would be helpful if you would complete the information that follows as we plan for further activities in 2008. You have already been given an opportunity for Gold Award Credits towards the 2008 Gold Awards and many of you have already accumulated credits.

An opportunity for Gold Award Credits is offered for attending the **Annual Convention**, which will be at the Hilton Sandestin in Destin, Florida in May 2009. You may receive one Gold Award credit for attending the Installation Breakfast and additional credits for attending educational sessions. See www.mbag.org.

Loan Officers Survey

I am interested in participating in the Gold Award Program I **do not** receive the Production Council mailings, but would like my name added so I will receive the flyers and announcements. Please add my name as follows:

Complete the information below and mail to the address shown.

Name

Company

Street Address

City/St/Zip

Phone Number

FAX Number

Email address

I would like to attend a Production Council Seminar on the following topics:

Mortgage Bankers Association of Georgia
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