



MORTGAGE BANKERS ASSOCIATION OF FLORIDA

## Certified Mortgage Banker Profile



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I am the President of Coastal States Mortgage Corporation which I co-founded in 1978. I oversee day-to-day operations and am the point person in the company when it comes to managing lines of credit, and evaluating and negotiating purchases of mortgage servicing packages.

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### **How long have you been a CMB? When and why did you choose to become a Certified Mortgage Banker?**

I received my CMB designation (residential) on February 2, 2008. I have had the idea of the CMB designation in my sights ever since the designation was established in the 1970's, but I had the mistaken impression that it was only available to graduates of the School Of Mortgage Banking. At the National MBA meeting in 2007 I learned that SOMB was not a requirement for the designation. I sent my credentials in to the MBA and learned that I only needed a few points to complete that part of the requirements. I immediately declared my candidacy, acquired the necessary points within a few weeks, and took the online prep course. It only took four months to go from declaring my candidacy to receiving my pin. I was very motivated. Had I known earlier that SOMB was not a requirement I would have applied many years ago.

### **Other than the CMB designation, do hold any other designations or awards inside or outside the mortgage banking industry?**

I have a BBA from the University of Miami and an Honorable Discharge from the United States Marine Corps.

### **Since obtaining your CMB, what have you done to give back to the mortgage banking industry?**

I have joined the Loan Administration Committee of RESBOG (Residential Board of Governors) of the MBA, and the Mortgage Action Alliance of MBA. I have also completed writing a book on financial literacy which was published in 2008. I have been networking with several friends in the industry who I think should also go for the CMB designation and have already mentored one candidate through completion of the designation and have another candidate I am mentoring right now. I am also grooming three other young professionals to work toward their designation. Two have received their AMP designations and another will complete his in January. I have been an instructor in the last three Executive CMB Courses. I am one of the co-founders of the CMB Society of Florida.

### **Outside of mortgage banking, what are your other interests and/or hobbies? Do you volunteer for any community or school groups?**

I make frequent fishing trips to the Keys, the Bahamas, and Mexico with my sons and friends, and I show my '71 Chevelle muscle car at local car shows. I have written and published ten books, seven of them novels and three non-fiction, and I have a couple more in the works. I also enjoy traveling and gardening. I am active in several performing arts programs in the City of Boca Raton. I have served on the Board of Directors for my Homeowners Association for eleven years, five of them as its president (I am currently active, but not an officer of the Association).

### **What would you say to others considering becoming a CMB Candidate? What were your challenges in becoming a CMB? What advice would you give to those considering becoming a CMB?**

I think there can be no more gratifying achievement in this industry than to earn the CMB designation. Of all of the people who have ever made a career of Mortgage Banking, only slightly more than eleven hundred have achieved this designation. That's about one in three thousand in the industry in the history of the program. It makes it quite a lofty goal for anyone with a view toward Mortgage Banking as a career.

At the time I inquired about the designation I already had many years of experience in the industry. Running a small Mortgage Banking firm gave me a broad knowledge of how things worked. But I still needed to study about things that I had either not experienced in the past or had not experienced recently. Financial management issues and secondary marketing were subjects I had to learn all over again. And for the oral exam, I had to learn the MBA positions pretty much from the ground up. It was a lot to learn and my study skills had not been put to work in a very long time. But it was made easier by the fact that Mortgage Banking has been my career for four decades and broadening my knowledge is something I enthusiastically pursue.

To anyone considering becoming a CMB I would say "Go for it!" The designation is evidence to the world that a person has dedicated him/herself to a great challenge that carries with it great rewards. For anyone in Mortgage Banking who wants to stand out as having achieved the highest form of recognition, the CMB designation is certainly the route to take.

[Click Here for more information on how to become a Certified Mortgage Banker](#)