

Dear Agent,

We appreciate your interest in learning more about joining Generation Mortgage Associates as an MLO (or mortgage loan originator) in the state of Florida.

Undoubtedly a fantastic approach to enhance your income. We're thrilled to offer real estate agents like you the chance to acquire your Mortgage Loan Originator (MLO) license and earn 40% of the commission on the mortgage loan side of the transaction.

If you work as a sole agent, you can provide mortgage loans to either your own buyers or the buyers of any other real estate professionals in your network.

If you own your own brokerage, you can help with the financing of your agent's transactions.

Super easy – no experienced required!

You'll handle the application and document collection, while we do the heavy lifting and take the deal to closing.

We understand that obtaining an MLO license can seem daunting, so we provide step-by-step assistance to help you through the process. To support your professional development, we'll also reimburse you for your MLO licensing school fees (\$275 for online -or- \$349 for classroom classes) upon your first closing, and the classes only require 22 hours of your time, either online or in-person. Investing in your education and professional growth is essential to your success.

Many real estate agents have already seized this opportunity and experienced a significant boost in their profits. As a result, more and more professionals are joining our team, and we'd love for you to be a part of it.

Here's a quick overview of what you can expect:

- Receive 40% of the commissions for the mortgage side [1099]
- Comprehensive training and support provided
- Your own website, your clients can learn about the different types of loans, apply online, and pull their credit reports.
- A wide variety of residential and commercial loans, including Jumbo, Conventional, FHA, VA, USDA, Land, Foreign National, and more.
- All types of income: Full Docs W2, self-employed, bank statements, DSCR, investors, flips, no docs, and hard money
- Marketing tools

Requirements:

- Complete 22 hours of online or in-person classes
- \$275 for online classes or \$349 for classroom live classes (we'll reimburse you at your first closing) + \$225 for State Tests and other fees

- Easily maintain your license with just 8 hours of Continuing Education (CE) yearly
- \$18 monthly fee to access Calyx Point loan origination software
- No prior experience required

If you're interested in learning more about obtaining your MLO license and how it can benefit your real estate business, please don't hesitate to reach out. We're here to provide all the necessary information and support to help you make the best decision for your career.

Expanding your services by becoming a licensed Mortgage Loan Originator can open new doors for your business and give you a competitive edge in the market. Not only will you enhance your income potential, but you'll also be able to offer your clients a more comprehensive and streamlined experience throughout the home-buying process.

Thank you for considering this opportunity, and if you have any questions or concerns, we're more than happy to address them. We believe that with your MLO license in hand, you can elevate your real estate career to new heights and better serve your clients every step of the way.

Sincerely,

Daniel Caceres
Generation Mortgage Associates LLC
Senior Mortgage Loan Officer
Branch Manager
22 Years Serving The State of Florida
727-642-1166
NMLS#: 1283562
English – Spanish

Steps to Getting a Mortgage License in Florida

To sell mortgages, you need to be licensed as a mortgage loan originator (MLO). This is also sometimes called a "loan officer" or "mortgage broker." Each state has its own license requirements for becoming a mortgage loan originator. All states use the Nationwide Mortgage Licensing System (NMLS) to track MLO licensing. To do business as a mortgage loan originator, you need to:

1. Apply for an NMLS account and ID number.
2. Complete your Florida mortgage Pre-license Education ("PE").
3. Pass a licensing exam.
4. Apply for your Florida mortgage license through the NMLS.
5. Complete background checks and pay all fees.
6. Associate your NMLS account with an employer.

1) Create Your NMLS Account

You can get started with this step right now! By starting an NMLS account, you will be assigned an NMLS Unique Identifier ("NMLS ID") which will be your license number for the rest of your mortgage career. You will need this number before you take any education or do business. Coordinate your account creation with your future employer.

[Create your NMLS account here.](#)

2) Complete Your Florida Pre-License Education

Before you can get your Florida mortgage license, you need to take the required pre-license courses. These help you learn mortgage laws and procedures. Each state has different mortgage education requirements for doing business. If you work for a non-bank institution (a "mortgage company"), you must get licensed in each state in that you want to do business. The SAFE Act requires that you take 20 hours of pre-license education at a minimum. Some states have additional mortgage licensing requirements. [Visit the NMLS website for a complete list of state requirements.](#)

Florida Education Requirements: Take 20 hours of pre-license education and pass a licensing exam. MLO pre-license education must include 18 hours of general NMLS-approved education and a 2-hour Florida state-specific elective.

For the **online** course:

<https://www.onlineed.com/catalog/Florida/mortgage/pre-license#shop>

For **Classroom – Live** Classes:

<https://goldcoastschools.com/courses/mortgage/mlo-pre-license/#classroom-course-schedule>

3) Pass a Licensing Exam

After your education is completed and recorded, you need to schedule an appointment to take your licensing examination at a testing facility. This is sometimes called the "SAFE test" or "MLO exam". This exam is administrated by [Prometric](#). Follow the guides below to schedule your exam:

[How to schedule your exam](#)

[Exam scheduling quick guide](#)

Contact Prometric at 1-877-671-6657 or [visit their website](#).

4) Apply for a License

You will need to complete and submit an application for a mortgage loan origination license via the NMLS website. (NOTE: The mortgage company you plan to work for may fill out your application for you. Please check with them before submitting any paperwork.)

[How to apply for a license](#)

5) Background Checks

As part of your application process, most states require you to get a criminal background check, submit fingerprints, and submit a credit report (credit history doesn't need to be perfect).

[How to request a background check](#)

6) Congratulations!

You are ready to join Generation Mortgage Associates and start making extra income.

Frequently Asked Questions About Mortgage Licensing

Do I need a license to sell mortgages?

It depends. You must be licensed if you work for a non-depository institution (usually an independent mortgage company). If you work for a bank, credit union, or government organization, you do not need to be licensed. However, all persons that originate mortgage loans need to be registered with the NMLS.

What is a "mortgage loan originator"?

A mortgage loan originator is the legal term for a person that sells mortgages. This person works with customers to choose mortgage products and takes applications for loans. These persons are also referred to as "MLOs", "loan officers", and sometimes colloquially as "loan brokers" or "lenders".

What is the difference between a "mortgage loan originator" and a "loan broker"?

A mortgage broker manages and operates an independent mortgage business and may oversee employees. Becoming a mortgage broker usually requires several years of industry experience and additional licensing. Laws vary by state.

What is the difference between a "mortgage loan originator" and a "loan processor"?

A mortgage loan originator (MLO) is a salesperson that works with customers and must be licensed or registered. A loan processor is someone that reviews customer paperwork and does research to determine the customer's qualifications for the loan. A supervised loan processor generally does not need to be licensed.

Can I work independently as a mortgage loan originator?

A mortgage loan originator must be supervised by a licensed broker and must have their license associated with a particular mortgage company. Although working as an MLO can provide some level of

work independence, persons that want to run their own mortgage company need to be licensed as a broker.

Do I need a college degree to become a mortgage loan originator?

No. Instead, you must take pre-license education as prescribed by the SAFE Act (about 20 hours) and pass a licensing exam.

Can I get a mortgage license with bad credit?

Yes. There is no minimum credit score required to get a mortgage license. However, most state agencies will be looking for signs of "fiscal responsibility" from license applicants. Having a low credit score will not disqualify anyone from getting a license. Inability to manage one's own finances may lead to a rejected application.

Can I get a mortgage license if I have a criminal record?

Generally speaking, persons convicted of financial crimes or ID-theft will not qualify for a mortgage license. However, each state has its own laws on this topic. Some are more or less strict about criminal records.

How much does it cost to get a mortgage license?

About \$400-500. The total cost to start selling mortgages depends on which state you are being licensed in. The cost includes pre-license education through an NMLS-approved course provider, licensing exam fee, background check, credit report, and application fees.

How do I get a mortgage license in multiple states?

You need a separate mortgage license in every state that you handle business from. Each state provides its own mortgage licenses. If your company works with customers from multiple states, you will need multiple licenses in order to serve all customers.

How long does it take to get a mortgage license?

About 6 weeks. Times vary by a state agency. Pre-license education can be completed in as little as 4 days, while the license application process takes up most of the time.

How difficult is the mortgage licensing exam?

The first-time pass rate for the licensing exam is 55%. [The NMLS updates these numbers regularly.](#) Persons that pass the exam take their studies seriously and make sure to review all of the topics outlines that the NMLS provides for free. We strongly recommend that you get a test-prep or test-review product along with your pre-license education to reinforce the concepts you will be tested over.

How long is the mortgage licensing exam?

The exam is 190 minutes long and contains 120 questions. A score of 75% or greater is required to pass. Results will be shown to you on a computer screen immediately after completing the exam.

What happens if I fail the mortgage licensing exam?

Just take it again! There is a 30-day waiting period between attempts. After the third attempt, there is a 180-day waiting period.

How should I study for the mortgage licensing exam?

Review the [MLO Testing Handbook](#) by the NMLS. It contains a comprehensive topic outline that will be tested. OnlineEd's courses come with test prep study tools and an exam simulator to help you get ready for the exam.

How long is a mortgage pre-license course?

Most states require about 20 credit hours. Courses provided by OnlineEd can be completed in as few as 4 days. The instructor will guide the class for the first 4 days, after which students may access the final exam. All courses must be completed within 14 days.

Can I take mortgage pre-license courses from home?

Yes! All of OnlineEd's courses are taken online. Most of the courses can be taken on your own schedule, but we also have regular times to meet with a live instructor.

What does NMLS stand for?

Nationwide Mortgage Licensing System. The NMLS handles various mortgage license and registration functions through its website including licensing, tracking, testing, record keeping, and communication.

How do I get an NMLS license?

The Nationwide Mortgage Licensing System handles mortgage license applications on behalf of individual state agencies. Each state issues its own licenses to do mortgage business inside the state. You can get a mortgage license by taking the required pre-license education, passing a licensing exam, and applying for a state mortgage license through the NMLS website.

What is the difference between being "licensed" and being "registered" with the NMLS?

The difference is in the mortgage license status of the loan originator. The NMLS is a national organization that tracks all mortgage activity in the US, regardless of licensing status. Persons that work for independent mortgage companies must be licensed by the state in which they work. Persons that work for banks, credit unions, and government organizations are generally supervised by other organizations and are not required to be licensed. However, they still need to be registered with the NMLS. All MLOs require an NMLS ID, regardless of license status.