



Mortgage Bankers Association of Louisville

Subject of the Policy:

Awards

Policy Statement

The Association shall present recognition at the MBAL Awards Gala Event in the following categories: Production, Housing Advocate, Community MLO, Operational Excellence, Associate Member of the year and Honorary Member (if applicable). All nominees submitted will receive a certificate and be recognized at the MBAL Awards Gala Event. A member may only receive one award. Production awards shall be based on data provided by the loan officer's manager, for loan production January 1 – December 31st the year prior. Production Awards shall be determined by the Gala Committee. All other awards will be determined by the Board of Directors.

Production Awards: Nominees for Production Awards must have attended a minimum of **five** luncheons and/or MBAL-sponsored events in the prior calendar year to be considered. Sponsored events include, but are not limited to, MBAL monthly luncheons, MBAL Community Service projects, the Taste of Homeownership, and the MBAL Awards Gala Event itself. Nominees shall be an employee of a current MBAL Corporate Member, in good standing.

- **Top Producer Award (one, or no, assistant)**– One Award shall be given to the individual who has obtained the highest dollar volume for first-mortgage loans funded during the prior calendar year, supported by either one, or no, assistant
- **Top Producer Award (two, or more, assistants)**– One Award shall be given to the individual who has obtained the highest dollar volume for first-mortgage loans funded during the prior calendar year, supported by either two, or more, assistants
- **Top Bank Loan Originator Award, Inside Sales** - First, Second and Third Place Awards shall be given to the individuals who are located in a bank headquarters or branch who derive 50% or more of their business from bank-generated leads. This will be determined by the total dollar volume funded as a result of bank leads versus referral sources, and based on data the MLO's manager provides. Awards will be determined by total dollar volume funded for first mortgage originations.
- **Top Bank Loan Originator Award, Outside Sales** – First, Second and Third Place Awards shall be given to the individuals who are located in a bank headquarters or bank branch who derive

greater than 50% of their business from non-bank leads. This will be determined by the total dollar volume funded as a result of bank leads versus referral sources, and based on data the MLO's manager provides. Awards will be determined by total dollar volume funded for first mortgage originations.

- **Top Correspondent Originator Award** – First, Second and Third Place Awards shall be given to the individuals that work for non-depository institutions, or are not located in a bank headquarters or bank branch, or do not have a depository bank branch in the state of Kentucky. Awards will be based on total dollar volume funded in first mortgage originations.
- **Top Unit Loan Originator Award** – One Award shall be given to the individual who has obtained a minimum of 90 funded first mortgage loans for the calendar year.

Community Service Awards: Written recommendation from an MBAL member is required. Community Awards are not based on attendance at MBAL-sponsored events or monthly luncheons.

- **Housing Advocate Award** – One Award shall be given to a member or non-member of MBAL. The Housing Advocate Award shall be based on the following criteria:
 - Promotion of homeownership in the area of teaching financial literacy and home ownership, and/or active making arrangements for others to teach.
 - Community service with affordable housing organizations, such as board and/or committee service.
 - Involvement in the affordable housing arena; e.g. demonstrates a variety of contacts and work as opposed to working with only one or two entities.
 - Demonstrated involvement in promoting home ownership that goes beyond the basics of one's formal job description.
 - Demonstrated level of knowledge that directly benefits the cause of homeownership.
 - An individual loan officer is not eligible for this award.

- **Community Mortgage Loan Originator Award** – One Award shall be given to an MBAL member who assists low to moderate income borrowers obtain financing, while also participating in community activities. The Community Mortgage Loan Originator Award shall be based on the following criteria:
 - Promotion of homeownership in the area of teaching financial literacy and home ownership, and/or actively making arrangements for others to teach.
 - Community service with affordable housing organizations, such as board and/or committee service.
 - Involvement in the affordable housing arena; e.g. demonstrates a variety of contacts and work as opposed to working with only one or two entities.
 - Demonstrates involvement in promoting homeownership that goes beyond the basics of one's formal job description.
 - Demonstrated level of knowledge of mortgage products and how that knowledge helps persons achieve home ownership.

- **Operational Excellence Award** – One Award shall be given upon written recommendation from a Corporate MBAL member to an individual that is in a support role for their company. The Operational Award is not based on attendance at MBAL-sponsored events. Only one nomination per company will be allowed. This award will be presented to one of the following individuals: Underwriter, Processor, Sales Assistant, Closer, Post Closer or Operations Personnel.
- **Associate Member of the Year Award** – Nominees for the Associate Member of the Year Award must have attended a minimum of five luncheons and/or meetings sponsored by MBAL throughout the year to be considered for the award. Nominee must be an employee of a current MBAL Associate Member Company, in good standing. The associate member will be recognized for their involvement in the MBAL throughout the year. The Associate member of MBAL can submit their own name to be considered for this award.

Date Adopted: June 10, 2014

Last Revised: May 2020