



UMBA Membership Frequently Asked Questions

Question: Does becoming an Upfront Mortgage Broker limit the amount of compensation that I can make on a loan?

Answer: Operating as an Upfront Mortgage Broker (UMB) and being a member of UMBA does not limit the amount of compensation that a mortgage broker can receive for his/her services.

The key requirement for a UMB (as set forth in the UMB Commitment) is that the UMB will establish a price (amount) for the service upfront, in writing, with the borrower. The price could be a fixed dollar amount, a percent of the loan, or a combination of the above.

The UMB could receive compensation in various forms - paid directly by the borrower, via the yield spread premium, or a combination of the two.

Question: I am a mortgage broker who operates independently, but does business under a company name. Would I join as an Individual Member or as a Company Member?

Answer: You would join as an Individual Member. The legal structure (company, LLC, partnership) and how one does business (individually or business name) is irrelevant for membership purposes.

Question: I am the owner of a mortgage brokerage firm, and I have 5 loan officers that work for me who are not UMBs. Can I join as an Individual Member or do I need to join as a Company Member?

Answer: You could join as an Individual Member, and your name (and not the company name) would be listed in the UMBA website search feature.

However, if you do join as an Individual Member, you would need to have a personal/individual website on which the UMB Commitment and UMB Logo is posted. Because you have loan officers who are not UMBs, your company website cannot be used, and the UMB Commitment and UMB logo cannot be posted on the company website.

Question: I am the owner of a mortgage brokerage firm, and I have 25 loan officers that work for me. If I join as a Company Member, do all my loan offices have to operate under the terms of the UMB Commitment?

Answer: Yes

Question: If I join as a Company Member, can both my company and my loan officers be listed in the UMBA website search feature?

Answer: No. You have the choice of listing your company name, or the names of loan officers, but not both.

Question: I am the owner of a mortgage brokerage firm, and I have 10 loan officers that work for me. If I join as a Company Member and I decide to list my loan officers (and not my company) in the UMBA website search feature, do all my loan officers have to be listed?

Answer: No. You can chose to list as many or as little of your loan officers that you want. You could just list yourself individually.

Question: Suppose I join UMBA as an Individual Member. And then 3 months later I go to work for another company. Is my membership transferable?

Answer: Yes. You will need to update your “profile” to reflect the correct information (company; address, phone number, etc). And you will need to make sure that you continue to meet the website posting requirements for the UMB Commitment and UMB logo.

Question: What are the membership dues used for?

Answer: The membership dues are used to pay for two basic purposes. First, the cost of operating the Association, which includes accounting, management services, website, telephone, etc. Second, dues are used to promote the UMBA and its members.