

The Certified Mortgage Professional (CMP) is a designation accredited by the MBBA-NH. This prestigious designation is bestowed upon career-minded mortgage professionals who have experience, knowledge, and a code of conduct that sets them apart from others.

### **REALTOR®, CPA, CFP, CMP**

- The Real Estate Industry has their “REALTOR®”.
- The Accounting Industry has their “Certified Public Accountant” (CPA) designation.
- The Financial Planning Industry has their “Certified Financial Planner” (CFP) designation.

### **The NH Mortgage Industry has their CMP designation.**



For more information or for a list of Certified Mortgage Professionals please visit: [www.cmpnh.org](http://www.cmpnh.org)

## **5 KEY THINGS WE HAVE IN A CMP:**

- **Abides by a strong Code of Ethics**
- **Service Oriented**
- **Relationship-minded**
- **Experienced**
- **Educated**

### **Abides by Strong Code of Ethics**

CMP's agree to a strong code of ethics that create a business environment that is beneficial to the consumer. The CMP believes when the consumer wins, the relationship wins. When the relationship wins, the likelihood for future business opportunities with this client and potentially others is heightened for all service providers.

### **Service Oriented**

Mortgage professional must demonstrate their commitment to their profession, their community, their education, and to others in the profession to obtain and maintain their CMP. This results in a well-rounded, service oriented mortgage professional.

### **Relationship-Minded**

CMP's value their relationship with the consumer and their referral sources. This often results in a smoother mortgage transaction for the consumer and fosters a long term view of the relationship with the consumer and the referral source.

### **Experienced**

CMP's must have five years of direct mortgage experience or hold a professional financial service designation from another industry in order to sit for the CMP examination. Experience is one of the key facets for mortgage professionals to achieve their CMP designation.

### **Educated**

CMP candidates undergo a well-rounded educational curriculum with an extensive entrance exam. Following their CMP award, the CMP must continue to demonstrate their commitment to education through approved continuing mortgage education classes. CMP's must continue to demonstrate their desire to give back to their profession by working with others in their professional association.



## Mortgage Planning is a complex financial service.

The Mortgage Bankers and Brokers Association of NH created the Certified Mortgage Professional for mortgage professionals seeking to demonstrate their dedication to and their knowledge of their profession.

Consumers seek to work with:

- REALTORS® when in a Real Estate Transaction;
- CPA's when dealing with bookkeeping and tax planning;
- CFP's when developing complex plans for their financial future.

Similarly, consumers seek to work with CMP's when developing plans for their home financing.



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**For more information contact:**

# THE CERTIFIED MORTGAGE PROFESSIONAL (CMP)

*An MBBA-NH  
Professional Certification*



**Building a  
STRONG FOUNDATION**