



MORTGAGE BANKERS ASSOCIATION

## **MBA Education's Certified Mortgage Banker (CMB®) Designation Program**

The CMB® designation signifies to the real estate finance community an individual's superior knowledge, understanding, and competency in residential and/or commercial real estate finance and distinguishes professionals for their steadfast commitment to excellence and high ethical standards. Candidates may choose to enroll into the Residential or Master CMB\* program.

**NOTE:** *The Master CMB program is currently unavailable for enrollment for new candidates. We anticipate availability will be open in late 2019.*

At the time of application it is recommended that you have at least five (5) years' professional industry experience.

**Once you have submitted the enrollment fee (\$350 – Members / \$1,050 – Non-Members)**, please submit a CMB Candidate package containing the following information:

- Current Résumé and/or MBA Education Transcript Update Form
- Name of CMB Sponsor (If you do not have one, we can assist you with locating one)
- Letter of recommendation from senior level employee (VP or SVP or company equivalent) on company letterhead
- Contact information from two (2) professional business references
- Signed agreement to abide by MBA's Canon of Ethics and Standards

Each candidate must earn at least **150 CMB points** to advance to the written and oral examination testing phase.

These points are earned in three categories:

### **Professional Experience** (Minimum 25 points - Maximum 75 points)

- Employment with a MBA member firm (5 points per year)
- Employment with a non-member firm (3 points per year)

### **Education** (Minimum 35 points - Maximum 75 points)

- Undergraduate Degree (15 points)
- Advanced Degrees (i.e. Masters, MBA, JD) (10 points)
- MBA Education's School of Mortgage Banking Course I and II (15 points each)
- MBA Education's School of Mortgage Banking Course III (30 points)
- MBA Education Distance Learning (self-study & instructor guided) Courses – 1 – 5 points\*

*Effective 3/7/16, all MBA Education Self-Study Web Based courses have been reduced to 1 point per course*

- MBA Education Classroom-Based Programs – Two (2) points per every 8-hour day
- MBA Education Webinars – ½ point
- MBA's Future Leaders Program (15 points)
- CMB Prep Course (5 points)
- Non-MBA Educational Programs
  - Webinars: ½ point
  - Self-paced or Instructor Guided Distance Learning Courses: 5 points per every 15 hours of training
  - Classroom-based: Two (2) points per every 8-hour day

**Industry Participation** (Minimum 25 points - Maximum 75 points)

- MBA Committee Member – Five (5) points per year
- MBA Convention or Conference – 1 point per meeting day
- State or Local Convention or Conference – 1 point per day
- State or Local committee participation – 5 points per year
- Non-MBA Convention or Conference (must be industry related and non-social in nature) – 1 point per day
- Speaker at MBA or MBA Education event – 1 point per session, up to 10 points per event
- Subject Matter Expert (SME) for MBA Education\* (review & edit courses, publications or classroom programs in development) – 2 - 10 points per project
- Habitat for Humanity – 1 point per day (maximum of 10 points total)

*\*must have a previously established relationship as an SME with MBA Education to qualify for these points*

Click [here](#) to be directed to MBA Education's CMB Point Calculator (for illustration purposes only)

**Please note that you are not required to accumulate the 150 points prior to enrollment as you will have three (3) years from the date of enrollment to complete all requirements and obtain your CMB Designation.**

**Matriculation and Completion of the CMB Designation**

Once a candidate has accumulated 145 points and met these minimum point requirements, he or she is eligible to take the comprehensive written examination. You can prepare for the exam by registering for a Residential CMB prep course - a course designed to help you familiarize yourself with the topics covered on the written exam. The Prep Course registration fee is **\$350** (members) or **\$1,050** (non-members). Remember, the exams are based upon the knowledge you have gained throughout your entire career. Your professional experience and interaction with other professionals in the industry is the best preparation for taking these exams.

After successful completion of the written exam and have met the required 150 CMB points, the candidate can advance to the oral interview. The candidate's CMB sponsor must give approval for the candidate to take the written examination and to appear before the CMB Orals Panel. The exam fee is **\$350** (members) or **\$1,050** (non-members), which covers both the written and oral exams.

Prior to enrollment please email a copy of your resume and the transcript update form to [alawrence@mba.org](mailto:alawrence@mba.org) and your professional experience and education history will be added to your transcript for a point assessment.

We look forward to having you as a CMB candidate!

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The Mortgage Bankers Association (MBA) is the national association representing the real estate finance industry, an industry that employs more than 500,000 people in virtually every community in the country. Headquartered in Washington, D.C., the association works to ensure the continued strength of the nation's residential and commercial real estate markets; to expand homeownership and extend access to affordable housing to all Americans. MBA promotes fair and ethical lending practices and fosters professional excellence among real estate finance employees through a wide range of educational programs and a variety of publications. Its membership of over 2,900 companies includes all elements of real estate finance: mortgage companies, mortgage brokers, commercial banks, thrifts, life insurance companies and others in the mortgage lending field. For additional information, visit MBA's Web site: [www.mba.org](http://www.mba.org).