

# The Compliance Group 2011 Expansion More than Doubles Companywide, Quality Control Up 87 percent, Compliance and Licensing Up 55 percent

SAN MARCOS, Calif., March 28, 2012 (SEND2PRESS NEWSWIRE) – Leading mortgage compliance services provider, The Compliance Group, Inc. (TCG), in 2011 saw its business grow by 120 percent over 2010, marking its highest year-over-year growth since its founding by industry veteran Annemaria Allen in 2000. The metro San Diego-based residential lending compliance services firm's 2011 highest growth business units included Quality Control (87 percent) and Compliance and Licensing (55 percent).

TCG serves the independent mortgage banker, including correspondent, wholesale and retail originators; financial institutions' mortgage lending units, including both banks and credit unions; and mortgage brokers. Its services span lenders' pain points throughout quality control (QC) and multi-jurisdiction compliance lifecycles, including licensing through TCG's proprietary patent-pending [LicenseTracker®](#). LicenseTracker is a web-based application that enables mortgage businesses, branches, and loan originators to maintain and track state and federal agency licensing deadline mandates.

"2011 was clearly a watershed year for The Compliance Group, which validated our firm's original commitment to mortgage lending quality and compliance a dozen years ago," said The Compliance Group founder and president Annemaria Allen. "We've made strategic decisions and implemented service delivery realignments over the last 12 months that reflect where we see lenders' mission critical needs emerging."

For example, Allen explained, TCG rolled its licensing services unit into its compliance unit, reflecting the impact of Dodd-Frank and the SAFE Act on lenders and brokers. It is imperative to complement compliance with licensing due to the many compliance variables that surround licensing through these regulations. Strategizing a company's licensing structure with complex compliance requirements is critical to the growth and longevity of a company. Compliance services by TCG encompass monthly outsourcing compliance support; Agency, FHA and multi-state audit preparation; and Fair Lending reviews and loan file reviews, including documents/disclosure review by state.

TCG's QC division conducts post-funding file reviews on all loan programs, FHA branch audits, trending analysis, fraud reviews, and early payment default reviews. Under this division, TCG also performs QC reviews for consumer loans and QC Servicing reviews.

"Now more than ever, in light of Dodd-Frank requirements, the CFPB's mission to streamline disclosures and closing documents, the FHFA's roadmap for the conservatorships pointing to new challenges in the secondary market, lenders

must adapt rapidly or face the consequences,” Allen said. “The future of mortgage lending means compliance and QC working in tandem, and oftentimes outsourced to experts that live and breathe these regulations.”

“I’d credit our 2011 growth and early 2012 successes to the fact that compliance is the one controllable factor where lenders know they must focus. Yes, marketing and relationship building are the bread and butter of origination, but compliance is the heartbeat of a sustainable mortgage lending and securitization lifecycle,” she said.

The Compliance Group supports lenders’ most critical origination compliance challenges including: RESPA, TILA, ECOA, privacy, HOEPA, HMDA, multi-state requirements, procedural checklist creation, policy and procedure writing and staff training.

**About The Compliance Group:**

The Compliance Group ([www.TheComplianceGroup.net](http://www.TheComplianceGroup.net)) is a leading nationwide financial services risk management organization focused solely on its clients’ compliance success. TCG has helped hundreds of financial institutions mitigate risk and losses with its proprietary, patent-pending technology and its core business solutions of Quality Control, and Compliance and Licensing. Founded by Annemaria Allen in 2000, TCG has built upon her deeply experienced understanding of compliance and risk management to bring peace of mind to the financial services industry.

TCG’s LicenseTracker® ([www.LicenseTracker.net](http://www.LicenseTracker.net)), is a patent pending, web-based application, to help mortgage businesses, branches, and loan originators maintain and track required state and federal agency licensing deadlines and continuing education requirements.

TCG technology is complemented by its experts’ keen attention to delivering results the right way – with integrity, quality, transparency, reliability and customer care. Its appreciation for relationship building allows TCG to assist its clients in understanding the complexity of compliance, developing their strengths in areas of risk while turning compliance and quality control into a profitability strategy.

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News issued by: The Compliance Group Inc.



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Original Story ID: 2012-03-0328-002 (7782) :: 2012-03-0328-002

Original Keywords: LicenseTracker, Annemaria Allen, The Compliance Group Inc, SaaS Cloud, mortgage compliance, San Diego California, RESPA, TILA, ECOA, privacy, HOEPA, HMDA, multi-state requirements, TCG The Compliance Group Inc. San Marcos California SAN MARCOS, Calif.

Alternate Headline: San Diego-based residential lending compliance services firm The Compliance Group Inc grows business 120-percent in 2011

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