

The Compliance Group Selects 20-Year Mortgage Banking Veteran A.J. Jacobson as National Account Executive

SAN MARCOS, Calif., June 28, 2012 (SEND2PRESS NEWSWIRE) – Leading mortgage compliance services provider, The Compliance Group, Inc. (TCG), has added A.J. Jacobson in the role of National Account Executive to serve its growing clientele of mortgage providers, including mortgage bankers, independent mortgage lenders, community banks, and credit unions.

“Career mortgage professionals like A.J. Jacobson understand today’s drive for quality, compliance and accountability in the lending process, making them the heartbeat of our industry’s recovery,” said The Compliance Group founder and president Annemaria Allen. “A.J. Jacobson not only brings a rare and invaluable skill set to our clients, but she also brings a reputation for putting quality first in high volume environments.”

A mortgage professional since 1983, Jacobson’s career was launched with Mortgage Guaranty Insurance Corporation (MGIC), where she developed and managed relationships with 220 southern California mortgage banks, savings and loans, and commercial banks.

Since then, mapping a career focused on mortgage lending and residential finance operations, Jacobson served as Sovereign Bank’s vice president and Western Regional Sales Director for its correspondent business channel, a top performing region that regularly exceeded quarterly benchmarks. Previously, Jacobson was a correspondent manager for Avondale Funding, where she developed bulk and flow purchase of closed residential loans; and ramped up production through successful “submissions to close” client account management and communication of operations’ expectations.

In the early-to-mid 1990s, Jacobson was a pioneering “MortgagePower” Wholesale Account Executive with Citibank before becoming the Wholesale Regional Marketing Manager for Western Federal Savings & Loan/Pamona First Federal, where she grew loyalty and loan volume from a large relationship base of mortgage banker and broker clients by focusing on education and training of underwriting standards.

From 1985 to 1989, Jacobson served in a series of roles with COMPUFUND, where she was National Director, Mortgage Centers; Director of Financial Institution “Affiliates”; Wholesale Production Manager; and Regional Loan Manager.

Most recently, Jacobson joins The Compliance Group from UHS America, where she spearheaded the roll out of its quality control services.

“Its renewed focus on mortgage compliance and quality control creates the most exciting opportunity our industry has seen in decades,” said Jacobson.

“For me, the work that The Compliance Group does with its clients is the foundation upon which we will build a vibrant and enduring model for the future of the U.S. housing finance economy.”

About The Compliance Group:

The Compliance Group (TCG) is a leading nationwide financial services risk management organization focused solely on its clients’ compliance success (www.TheComplianceGroup.net). TCG has helped hundreds of financial institutions mitigate risk and losses with its proprietary, patent-pending technology and its core business solutions of Compliance, Quality Control 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) 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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