

## MQMR Bolsters Compliance for American Financial Network

### COMPANY PROFILE



AMERICAN FINANCIAL NETWORK INC.  
FINANCING THE AMERICAN DREAM

Established in 2001, American Financial Network, Inc. (AFN) is a licensed mortgage lender that is proud to have assisted hundreds of thousands of customers in financing their American dream of homeownership over the last 17 years.

AFN is based in Brea, Calif., and is licensed in 46 states, plus Washington, D.C. An approved Fannie Mae and Freddie Mac seller/servicer and an approved Ginnie Mae issuer, AFN remains on an impressive growth trajectory.

As a direct lender with in-house underwriting, AFN offers a full line of mortgage products, including conventional, FHA, VA, USDA, Jumbo, 203(k) rehabilitation loans and more.

For more information, visit <http://www.afncorp.com>.

### PROBLEM

As AFN expanded its branch operations, researching state laws governing areas such as lender advertising and disclosures was a growing pain point for the company.

“AFN has been on a tremendous growth trajectory over the last few years,” said Jonathan Gwin, Esq., COO and General Counsel for AFN. “We’ve expanded from five states to 45 and went from 50 loan officers to 755. It’s been a fun ride, but that kind of growth also required us to add additional resources, especially in the area of compliance.”

AFN needed a reputable resource it could rely upon to deliver accurate answers to a wide array of state compliance questions, in addition to third-party support to help bolster compliance.

### SOLUTION

After conducting research on third-party compliance vendors and seeking recommendations from industry executives overseeing well-respected compliance and risk management programs, Gwin hand-selected MQMR to strengthen the company’s state-level compliance programs, help develop its Compliance Management System (CMS) and provide on-going guidance in a complex sea of regulatory changes.

“I consulted with top industry compliance colleagues that have been running respectable compliance programs at their companies for some time, and the overwhelming majority of them recommended MQMR as, hands-down, the company to partner with in supporting our growth and compliance needs,” Gwin said. “Having several experts whom I trust praise MQMR for their ability to deliver quick and practical responses to all compliance-related questions, was very compelling, and their proactive, continuous and thorough review of our policies and procedures only reinforced my initial impression.”

MQMR provides compliance expertise and support to assist lenders of all sizes in developing, building, and maintaining a comprehensive compliance program to mitigate exposures presented by changing regulatory requirements. For a flat, monthly fee, lenders can gain access to MQMR’s Monthly Compliance Support service, which includes practical advice and guidance on loan-level questions, policies and procedures, marketing/advertising and website content, state examination support, CMS development, loan originator compensation and marketing service agreement practices. In addition, MQMR’s compliance team can help support lenders with Anti-Money Laundering (AML) audits, GSE applications, MERS audits and general one-time compliance audits.

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Jonathan Gwin, Esq.,  
COO and General Counsel  
American Financial Network

## RESULTS

Within just a few weeks, AFN was able to feel the impacts of working with MQMR.

“MQMR was able to save us a great amount of time and labor on research and review – and possibly even save us – in potential liabilities for areas of noncompliance,” said Gwin. “Working with MQMR has delivered exceptional return on investment to AFN and enabled us to make business decisions more efficiently, effectively and in compliance with applicable rules and regulations.”

After experiencing the results of MQMR’s compliance efforts, AFN expanded its relationship with MQMR to include support of additional areas. Overall, the feedback from regulators on MQMR’s body of work for AFN has been extremely positive, providing

AFN additional assurance that it had chosen a compliance partner that could deliver value to multiple areas of its organization.

“We also utilize MQMR’s vendor management dba HQ Vendor Management, which, in our experience, regulators find to be the best in the industry right now,” Gwin said. “We also leveraged MQMR’s internal audit service right before a recent Fannie Mae MORA audit, and the response we received was very favorable. This is the kind of peace of mind that all owners, CEOs, and Compliance Officers seek to achieve and I could not have that without MQMR’s partnership. As a raving fan of MQMR, they sit at the top of my list when I recommend compliance or audit support to industry colleagues.”

## ABOUT MORTGAGE QUALITY MANAGEMENT AND RESEARCH, LLC (MQMR)

MQMR bridges the gap between risk and compliance through its suite of risk-related services. Since its inception, MQMR has launched multiple products and services to assist lenders in navigating regulatory requirements, including providing mortgage compliance consulting throughout the origination process, conducting internal

audit risk assessments and ongoing internal audit support, servicing QC and subservicing oversight to master servicers, and filling the void of meeting vendor management oversight requirements.

With 2,000+ operational reviews of mortgage companies, subservicers,

document custodians, and vendors annually, MQMR prides itself on being an industry leader in counterparty risk and compliance.

To learn more, visit [mqmresearch.com](http://mqmresearch.com), [subsequentqc.com](http://subsequentqc.com), and [hqvendormangement.com](http://hqvendormangement.com).