

# The Industry's Standard of Excellence

## The Certified Mortgage Banker



**The Certified Mortgage Banker (CMB)** Professional Designation is the industry standard of professional success. With superior knowledge, ethics, connections and leadership skills, CMBs set a high bar for real estate finance industry professionals. Earning a CMB instantly places you at the top of our dynamic industry and makes you part of this elite group of industry leaders.



Now more than ever, the Certified Mortgage Banker designation is critically important. It represents professionalism, high standards and a strong industry commitment. In a time when so many are questioning the integrity of financial services providers, the CMB standard sets you apart and shows your clients and associates that you are a professional with strong ethics, deep knowledge and extensive experience. It's a distinction that can propel your business forward and help you reach that next level in your career.

—**Robert E. Story, CMB**

*2010 Chairman, Mortgage Bankers Association*



Whether you are new to the industry or have been working in mortgage finance for many years, earning the CMB designation is critical in distinguishing you and your ability to advance in these dynamic times. Earning my CMB as a seasoned executive gave me an opportunity to sharpen my knowledge of every aspect of the mortgage arena while offering me a broader perspective on industry developments and changes. I am very proud to be among the ranks of such a respected group of professionals committed to preserving the integrity of the important work we do.

—**Michael E. Berman, CMB**

*2010 Chairman-Elect, Mortgage Bankers Association*



[www.campusmba.org/cmb](http://www.campusmba.org/cmb)



**CampusMBA®**  
Training Center for Real Estate Finance

# Be a CMB

## Residential, Commercial, Master or Executive

### The Designation

The CMB Designation, which represents the standard of industry success and commitment, is awarded by the Mortgage Bankers Association (MBA), the nation's leading organization representing the real estate finance industry. It is the highest professional designation for the real estate finance industry. Since 1973, the CMB has been the symbol of respect, credibility, expertise and achievement within the real estate finance industry.

CMB Designees experience increased respect among colleagues and superiors, greater credibility with customers and the personal satisfaction of reaching the highest level within the industry. CMBs emphasize that they have access to more valuable networking opportunities and are more competitive, boosting themselves on an individual level, as well as elevating their organizations to a higher level. It is a fundamental seal of quality that carries great value in and outside of the industry.

As the industry continues to change, CMBs have proven their commitment to staying on top of the issues that face the industry and beyond. To attain this designation, a real estate finance professional must fulfill extensive requirements, including education, professional experience and industry participation. Designees are required to complete continuing education requirements every two years to maintain their designation and keep up to date with the industry.

CMBs are passionate about their commitment to maintaining the high standard of their fellow designees. Reaching a milestone of 1,000 CMB designees in 2007, the designation program remains elite, producing only the highest caliber professionals in the real estate finance industry. The new Executive CMB program opens doors to busy executives who have not had the time to commit to earning the designation.

### Your CMB — Residential, Commercial, Master or Executive

There are several CMB Designations — Residential, Commercial, Master and Executive. The master designation is available to those who already have attained Residential or Commercial CMB Designations.

Enroll today to receive personalized guidance, support and feedback on your path to becoming a CMB.

### The Path: Earn the Residential or Commercial CMB

#### Prerequisites

- Three years of experience required

#### STEP 1: Enroll

- Pick your CMB track: Residential or Commercial
- Complete an enrollment form and follow the instructions for submission, or enroll online at [www.campusmba.org/cmb](http://www.campusmba.org/cmb)

#### STEP 2: Submit Documentation, Get a Sponsor

Please submit the following information to CampusMBA upon enrollment in the CMB program.

- Current resumé
- Transcript update form (found at [www.campusmba.org/des](http://www.campusmba.org/des))
- Letter of recommendation from a senior company official
- Letters from two business references who can attest to your superior level of professionalism and mortgage banking knowledge
- Identify or let us help you identify a CMB sponsor to coach/mentor you through the exam process

## STEP 3: Accumulate 150 CMB Points

All CMB candidates must accrue 150 points from three categories — Professional Work Experience (25 point minimum), Documented Education (35 point minimum) and Industry Participation (25 point minimum) — before taking the CMB exam. Visit [www.campusmba.org/cmb](http://www.campusmba.org/cmb) to determine how to earn the required points.

If you have been in the industry five years or more, you may already have the 150 points accumulated. Once you submit your resume and/or transcript update form, we can evaluate your current point status and provide you with a personalized plan to help you complete this step of the program.

*Use the worksheet on the back page to determine how many points you may already have.*

## STEP 4: Study and Test

Once you have acquired the 150 CMB points, you are ready to move to the examination phase. The exam is conducted in two parts: a six-hour written exam and a one-hour oral exam.

### Study

*Online CMB Prep Courses:* Online exam preparation courses are scheduled throughout the year. There are two versions of the CMB Prep Courses — Residential and Commercial. You must register for an online prep course. Visit [www.campusmba.org/cmb](http://www.campusmba.org/cmb) to view a schedule.

*Work with your Sponsor:* Upon enrollment in the CMB program, you select or are matched with a CMB Designee who is your sponsor throughout the program. The role of your sponsor is to answer any questions you have related to the topics covered on the exam and to help you prepare for both the written and oral exam phases.

### Test

*Written Exam:* The written exam is administered in your office by an approved proctor. Written exams must be completed 30 days before taking the oral exam.

*Oral Exam:* Oral exams are conducted around the country throughout the year. Visit [www.campusmba.org/cmb](http://www.campusmba.org/cmb) for dates and locations.

## CMB Regular Enrollment/ Course Registration Costs:

### Program Enrollment Fee:

MBA Member: \$300 • Nonmember: \$450

### Prep Course (optional) Registration Fee:

MBA Member: \$299 • Nonmember: \$399

### CMB Exam Fee:

MBA Member: \$300 • Nonmember: \$450

*Note:* Cost of courses is not included in enrollment fees. Enrollment fees are nonrefundable and nontransferable.

## STEP 5: Graduate and be Recognized

Once you successfully complete the designation requirements you are officially a CMB.

*The Ceremony:* You are honored and awarded your official plaque and pin at the CMB Graduation Ceremony and Reception, held each year at MBA's Annual Convention & Expo and CREF/Multifamily Housing Convention & Expo. In addition to the graduation ceremony, all new CMB Designees are recognized at a convention general session, in various literature and throughout the event.

*Beyond:* And that's just where it begins. As a member of the elite group of CMBs, you are encouraged to participate in high-level industry events, including networking opportunities and receptions. You are also recognized in MBA publications and on the CampusMBA Web site.

## FAST-TRACK: Earn the Executive CMB

This fast-track approach allows busy executives to obtain their prestigious CMB Designation in just a few months. The streamlined program allows experienced real estate finance professionals to substitute their real-world knowledge for many of the educational requirements of the Residential or Commercial CMB programs. Executive CMB candidates must apply and be accepted to the program, complete the CMB prep course and pass the same rigorous exams as traditional CMBs. Every candidate for an Executive CMB is required to have a minimum of 13 years of experience in real estate finance and hold a senior management position at an MBA member company.

## Calculate your CMB points

				<b>Points</b>		<b>Subtotal</b>	
<b>Professional work experience</b> (25 point minimum)	With an MBA Member Firm	_____ years	×	5	=	_____	
	With a Nonmember Firm	_____ years	×	3	=	_____	
<b>Industry participation</b> (25 point minimum)	Industry related conference/convention attendance	_____ (total days)	×	1 per day	=	_____	
	MBA committee participation	_____ years	×	5	=	_____	
	State or Local committee participation	_____ years	×	5	=	_____	
<b>Documented education</b> (35 point minimum)	Undergraduate degree	1	×	15	=	_____	
	Graduate degree	1	×	10	=	_____	
	CampusMBA courses	Commercial SOMB	1	×	15	=	_____
		SOMB I	1	×	15	=	_____
		SOMB II	1	×	15	=	_____
	SOMB III	1	×	30	=	_____	
	Web-based or print-based courses	_____ (total)	×	5	=	_____	
Classroom-based programs	_____ (total)	×	4	=	_____		
<b>Total CMB points</b>					=	_____	

All activities will be verified once you enroll in the program; minimum point requirements are required in each of these three categories.

## BEYOND: Earn the Master CMB

Once you have held the Commercial or Residential CMB for two years, you may progress and complete the Master CMB Program, which requires additional point accumulation and education as well as active participation within the industry. The Master CMB designation reflects competency in all issues related to commercial and residential real estate finance.

## Maintain Your Designation

To maintain your CMB Designation, you must earn five points of qualified continuing education activities every two years. Points can be earned by completing CampusMBA coursework, attending conventions or conferences, participating on committees or participating in other activities that reflect your active involvement in the industry. Visit [www.campusmba.org/cmb](http://www.campusmba.org/cmb) to learn more about how to meet CMB continuing education requirements.

## Enroll Today

When you enroll in the CMB Program, you instantly receive support to ensure you meet your goal. Through a personalized development plan, a detailed study outline and support and coaching from current CMB designees, your path to success is clearly marked for you. From the date of enrollment, you have five years to complete the program requirements. Your enrollment and progress is kept completely confidential.

## Get started today.

[www.campusmba.org/cmb](http://www.campusmba.org/cmb)  
or (800) 793-6222 (select option 3)

## What People Are Saying about the CMB Designation

Learn about the positive impact of the CMB on designees and the industry at [www.campusmba.org/cmb](http://www.campusmba.org/cmb).

