

CREATE YOUR OWN NMLS SUCCESS PATH

Strategies and Solutions
to ACE the NMLS Exam on
Your First Attempt!!



Beacon

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Introduction

Becoming a MLO can be a challenging, daunting and even frustrating task for many. Not only do you have to pass an exam with a score of 75% or higher, you also have to complete a 20hr pre-licensing course. *The exam is not easy* – in fact, the pass-rate is only 61% - which means that almost 40% *fail the first time*.

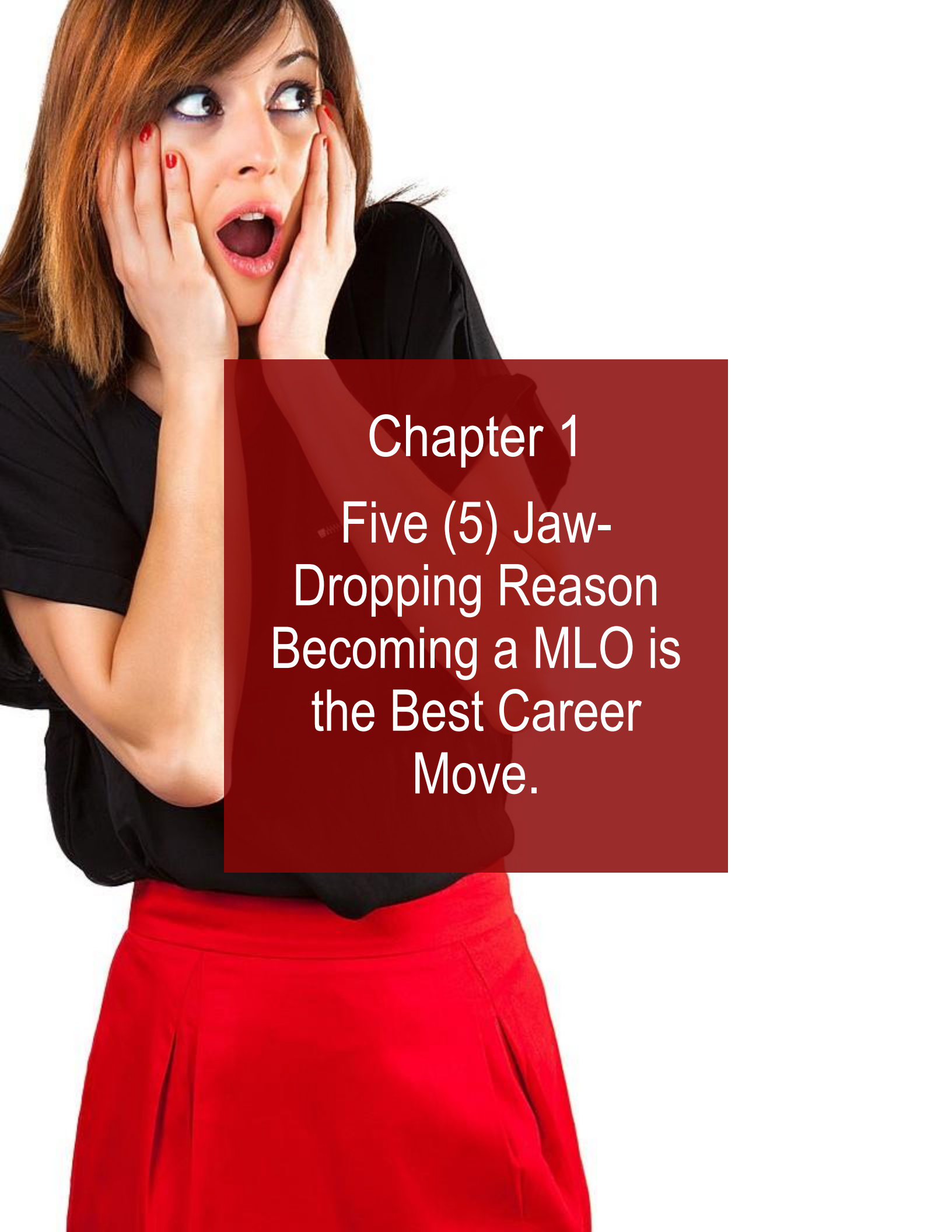
Although it may be a bit challenging at the start, it's a career that is so worth it for so many reasons. I hope that with this eBook, you get the guidance and direction you need to prepare the right way for your NMLS exam so you can ace it on the first attempt, even if you have no Real Estate or Mortgage experience!

I'm taking over 15 years of training experience and sharing some of my best tips and strategies with you. I'd love to answer any questions you may have as well, so feel free to email me at artricia@affinityreservices.com.

Let's not delay any longer... dive in and discover why becoming a MLO is the best career choice these days and discover some of the fatal mistakes most students make when preparing for the NMLS exam.

Not only that, I'll also share success-boosting strategies to help you create your own NMLS Success Path, with ease and intention.

So, let's get started!



Chapter 1

Five (5) Jaw-Dropping Reason
Becoming a MLO is
the Best Career
Move.

Can you imagine what adding a sweet \$40K - \$70K to your bank balance will feel like?

- More money to spend on a vacation.
- Better healthcare.
- A shiny, new car.
- Private schooling for the kids.

Yes, you can cross quite a few items off your wish list when you have that kind of money in the bank, right? So... How can you do that? How can you add anywhere from \$40K to \$70K to your bank balance?

By becoming a Mortgage Loan Originator!!

"The average salary for "loan originator" ranges from approximately \$43,022 per year for Loan Processor to \$68,397 per year for Mortgage Loan Originator." ----Source: [Indeed.com](https://www.indeed.com)

"A Loan Originator earns an average salary of \$43,638 per year." ----source: [Payscale.com](https://www.payscale.com)

These, my friend, are just "average" salaries. The fact is a quick search on Indeed.com showed me that there are jobs where the salaries can go up to \$212,500/year!

Imagine that!

Mortgage Loan Originator Salaries in the United States

Salary estimated from 4,159 employees, users, and past and present job advertisements on Indeed in the past 36 months. Last updated: March 27, 2018



How much does a Mortgage Loan Originator make in the United States?

The average salary for a Mortgage Loan Originator is \$68,868 per year in the United States. Salary estimates are based on 4,159 salaries submitted anonymously to Indeed by Mortgage Loan Originator employees, users, and collected from past and present job advertisements on Indeed in the past 36 months. The typical tenure for a Mortgage Loan Originator is less than 1 year.

This is one of the TOP reasons why becoming a Mortgage Loan Originator is a smart career decision.

Want to know a few others?

Read on.

5 JAW-DROPPING REASONS BECOMING A MORTGAGE LOAN ORIGINATOR IS THE BEST CAREER MOVE

1. Have a Career That Cares for Others

First up, it's clear that being a Mortgage Loan Originator you'll play an integral role in helping families realize their home-owning dreams.

You'll be the one who will be interacting with them, streamlining the process and helping them get that Mortgage so they can be proud homeowners.

How amazing and fulfilling is that?! If you enjoy seeing the smiles on people's faces, this is the career that'll give you all the warm fuzzies you need.

2. Better Work-Life Balance

Mortgage Loan Originators enjoy great flexibility as far as working hours are concerned. Not only that, most MLO jobs come with a host of benefits and perks which means that you can enjoy amazing benefits like, health insurance, retirement plans and even fun perks like, catered meals or holiday pay and more!

Yes, this means that work-life balance will no longer be some mythical concept meant to be pursued pointlessly but a reality that you'll enjoy, every single day.

3. Enjoy Job Security in a Growing Market

As a Mortgage Loan Originator, you have an in-demand career. According to the Bureau of Labor Statistics, (Link <https://www.bls.gov/ooh/business-and-financial/loan-officers.htm>)

The employment of loan officers is projected to grow by 8% from 2014 to 2024. This means you'll not have to worry about losing the job you have and not finding another job.

This kind of job security and growth is seriously enviable! Lucky you!

4. Add Insane Value to your Resume and Portfolio

If you are a Real Estate Professional, getting your Mortgage Loan Originator License can be the best thing for your business. Imagine being able to not only help people find the house they want to buy but also being able to give them the mortgage assistance they need.

You'll have customers for life! This is a brilliantly simple way to make yourself the go-to Realtor for your area.

5. Money, Money, Money

Finally let's not forget the fact that MLOs make handsome salaries.

Add to these the work-life benefits we talked about above and you're looking at a career that'll make every day feel like Christmas or your Birthday!

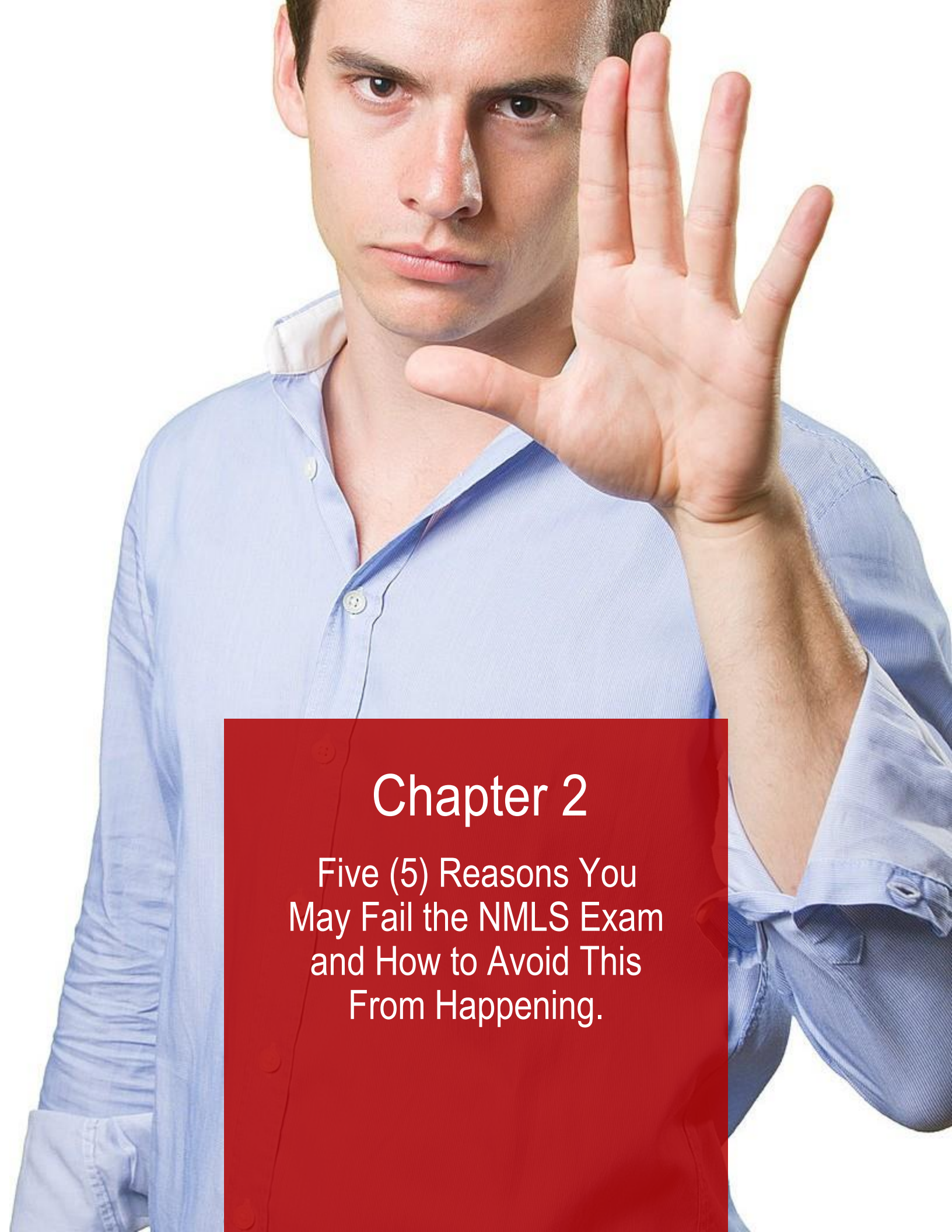
With flexible work timings, a host of benefits and a solid *salary* package, being a MLO is a career decision your family, your bank balance and your life will thank you for.

But here's a **HARSH** fact... Becoming an MLO isn't as easy as learning to drive a car or even becoming a Real Estate Broker. *Uh-huh!*

You need to pass a really tough NMLS exam before you can get your hands on that MLO license!!!

In the next chapter, I'm going to share with you the top five (5) reasons why 40% students FAIL this crucial, cannot-afford-to-fail exam.





Chapter 2

Five (5) Reasons You
May Fail the NMLS Exam
and How to Avoid This
From Happening.

40% of Students FAIL the NMLS SAFE exam the first time!!

Let that sink in.

Forty-percent of students who want to be Mortgage Loan Originators fail this mandatory exam the first time they take it.

Once you fail the exam, you will need to wait 30 days before taking it again, and should they fail it 3 times, you will be required to wait six (6) months before taking it again.

Imagine the time, energy and money that goes to waste should you fail the exam. The cost of the exam is \$110 (each time you take it) – so you want to pass it the first time.... **Right?**

And here's the Kicker... there are **five (5) little-known reasons why these students sadly fail the exam.**

Today I'm going to dip into my 15 years of experience as a Realtor and NMLS Instructor to share these five (5) reasons so **YOU don't make the mistakes that 40% students make.**

You're welcome! ;)



5 Reasons Over 40% Students Fail the NMLS Exam

1. Inadequate Preparation

This is the number one reason why most students fail the NMLS exam. Many students believe that taking the 20-hr Pre-Licensing course is enough preparation for passing the NMLS exam – **but it is not!!**

The purpose of the Pre-Licensing Course is to provide you with information you need to know to get “**in to**” the mortgage industry – not necessarily what you need to know to pass the exam. You do need a minimum of an additional 15 to 20 hours of study before taking the exam to be adequately prepared.

Again, the Pre-Licensing Course is teaching you about the mortgage industry as a whole – it is **NOT** designed to be an Exam Prep Course.

It goes over the rules, regulations, and the concepts the NMLS wants you to know but not ALL of the information is exam-based info, and a lot of test-takers rely solely on the 20-hr pre-licensing class for passing the exam, but that's simply not enough.

2. Taking the Wrong Pre-Licensing Class

You took the wrong Pre-Licensing class!!! Usually students choose the cheapest format – or they choose an online course.

If you're new to the industry (or even if you're not) an online self-study course may not be the best option for you! These types of courses basically ask you to “teach yourself”.

Another common mistake that most students make is signing up for a Pre-Licensing Class that isn't suited for their particular learning style.

Now here's the thing: Usually, students choose the cheapest course available or an Online Course – this is not always the best choice.

The problem is that most Online Courses are learner-led and self-paced which means you don't know who to turn to for support when you have doubts, have questions, or you lose interest and let your study slide.

Whenever possible – I suggest that you take a “LIVE” Course where you and the instructor are both in the same classroom.

We offer “LIVE” 20hr NLMS Prelicensing Classes in several locations as well as “LIVE” Exam Prep Crash Courses designed to meet NMLS requirements and to help you prepare for the exam.

But we do realized that sometimes, the online option is the only feasible option for some students.

Here at Affinity, **we have excellent ONLINE Classes** (online 20hr Pre-Licensing and Online Exam Prep Crash Course) with proven track records – that are designed to help students successfully pass the exam.

Unlike other Online Classes, we give students **direct access** to instructors so they can ask questions and stay motivated and accountable – **[click here for a preview of our Online Course.](#)**



Things to Remember
**NMLS EXAM CRASH
COURSE**

MLOTRAININGACADEMY.COM

Affinity
Real Estate Management Solutions

So, when you're choosing your pre-licensing class, make sure you do your research and choose one that is either a “LIVE” in-person class or if it's online course – choose a GOOD online course that gives you direct instructor access as well.

3. Studying Without a Plan

“If you fail to plan, you are planning to fail.” That's what successful people say!

It's the same thing if you don't have a study plan for the NMLS exam. If you don't know what you have to study and no study-time schedule, what are your chances of succeeding? Pretty slim, right?

Students that only study by practice exams and only memorize the questions and answers and don't really understand the “content” – they have just memorized the questions. If you do this, you will have a difficult time passing this exam.

You need to know not only the answer but also “WHY” the answer is the answer (not to mention, there are over 4000 exam questions in the vault!).

For example, so you may know RESPA, TILA, or HMDA...but that’s just the “Tip of the Iceberg!”. Just knowing that you must send out early disclosures within 3 days of the application or that TILA is Regulation Z is not enough to earn you a 75% on this exam.

Instead, the test will contain situational questions that will require you to understand both how and why TILA and RESPA interact with each other. Memorization of the material means nothing if you don’t have a deep understanding of the content itself.

4. Waiting too long before taking the exam

A lot of students end up failing the exam because of a sporadic study schedule or because they wait too long before taking the exam.

Now, here's what you need to know... the rules and regulations change often, and so does the exam, so the longer you wait to take the exam, the more you risk the changes that the information may become outdated. In addition, the longer you wait, the information that you’ve studied begins to fade and you forget. In fact, it's already changed seven (7) times and with a new administration and a new President, it will change again! The longer you wait, the greater the chances of the information changing and the higher the odds of you failing the exam!

5. No Clue About the Test Outline

Most students aren't even aware of the updated NMLS test outline. Early last year, the NMLS released and updated Test-Content Outline regarding what is going to be on the exam. Studying randomly without understanding the NMLS Outline regarding "what is going to be on the exam" ... this is like driving cross-country without a map.

You also need to know the five (5) sections and the weightage of each of those sections –

- Mortgage Loan Origination activities (25%),
- General Mortgage Knowledge (23%),
- Federal Mortgage-Related laws (23%),
- Ethics (16%), and
- Uniform State Test (13%),

So, take the time to check the NMLS site out so you can see the **Test Outline** and can prepare accordingly.

In the next chapter, I'll share with you EXACTLY what you need to do in order to sail through the NMLS exam without breaking into hives or getting a panic attack!





GOALS

Chapter 3

Don't Want to Fail Your
NMLS Exam? Here's
What to do to Ensure
You Succeed!!

Passing the NMLS Exam isn't child's play and if you've taken it once, you've already seen how challenging and confusing this mandatory exam can be.

Yes, the NMLS Exam is mandatory for every mortgage professional who originates loans (except Registered Mortgage Loan Originators who are employed by depository institutions).

Mortgage professionals who originate loans **MUST** be licensed and in order to be licensed, you need to pass the NMLS exam and you can pass it by securing 75% or more. *So, how can one do that successfully?*

First up, click here to snag our [The Ultimate NMLS Exam Prep Success Kit!](#)



THE ULTIMATE NMLS EXAM PREP SUCCESS KIT

Then, read on for *5 proven-to-work tips* to keep in mind when taking your exam.

5 UNIGNORABLE HACKS TO HELP YOU ACE THE NMLS EXAM

1. Focus on Mastering the Concepts

Here's the thing: There is a database of nearly 4000 possible questions that the examiners can pull from. ***YOU will get 125 of these.***

No matter how many times you take the test, you may ***not*** get the same questions.

Therefore, master the concepts instead of rote learning given questions and answers. They could ask the same questions in multiple ways to confuse.

2. Read Each Question Twice

Like I mentioned above... ONE concept can have nearly 10 different questions leading from it so it is important that you read every question... TWICE! This means that you take your time and don't rush through the exam. You get a full 3 hours to complete the exam and you want to make the most of those three hours.

3. Answer Every Question

Leaving a question because you think a wrong answer gets you a zero, guess what! Not answering it gets you a goose egg anyway. Consider this - What if your answer is right? You can't lose that chance!

4. Know Your Regulations and their Origins

While you will be tested on Mortgage Loan Origination Activities, General Mortgage Knowledge, Ethics, and Uniform State Test...

...a lot of questions will involve Federal Mortgage-Related Laws and that is why it is essential that you know your Regulations. Most of these regulations are represented by acronyms and you must know what the acronym stands for AND its origin.

For example, the SAFE Act stands for the *Secure and Fair Enforcement Act* and HERA or the *Housing and Economic Recovery Act* created the SAFE act.

The examiners can ask you which one came first or which law created the SAFE Act. Similarly, one of the biggest mistakes people make with FCRA is not knowing what this acronym stands for. FCRA is Regulation V but it stands for *Fair Credit Reporting Act*.

5. Study...and Rest!

Yes, the NMLS exam requires a fair amount of study and even if you are a Realtor or have been dealing with mortgages, do NOT {I repeat, do NOT} take the exam for granted and skip studying for it!

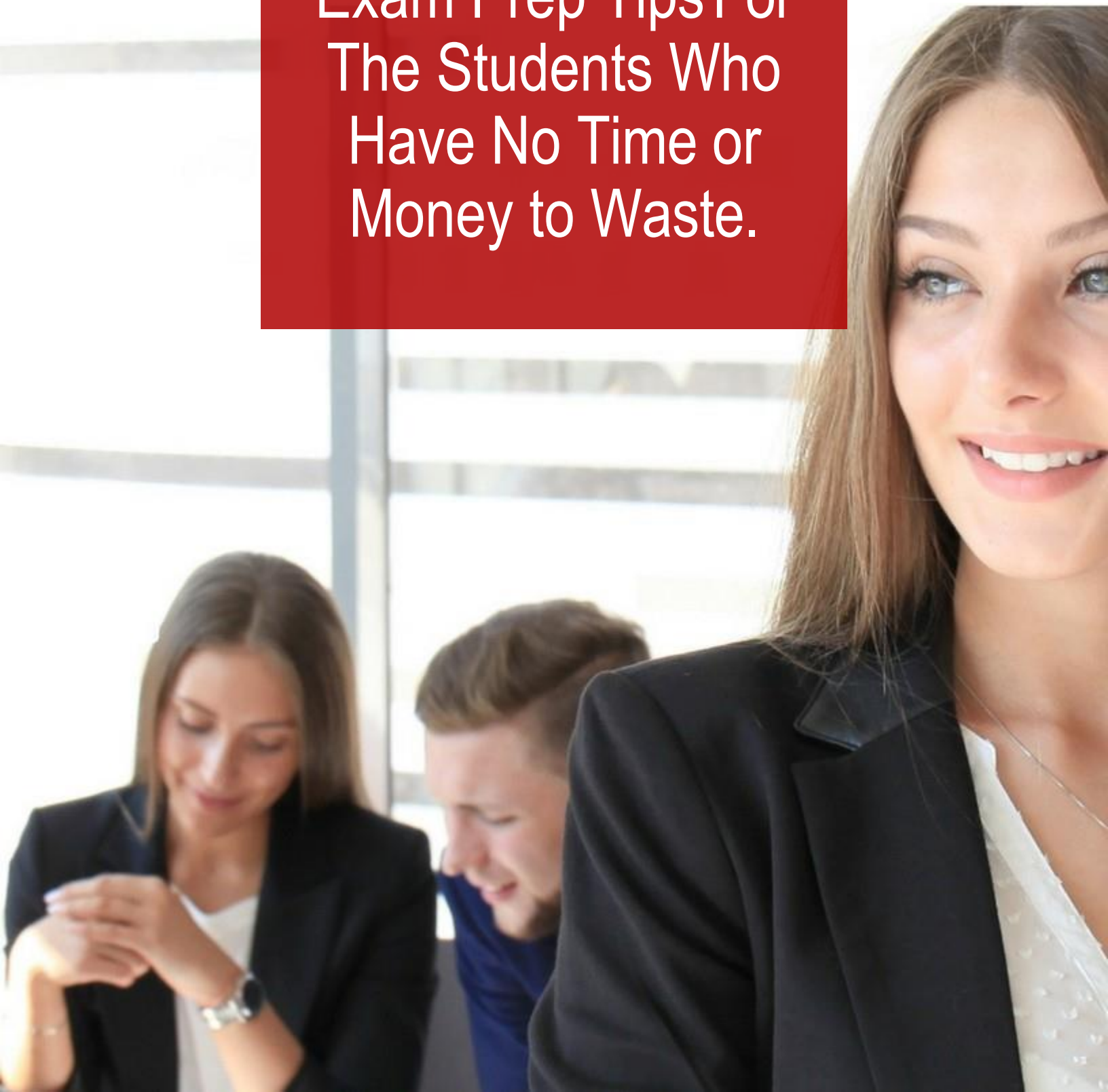
Finally, remember to be rested the night before so, don't be tempted to hit the pubs after a long day of study! Head to bed and sleep so you're fresh, alert and ready to rock the Exam the next day!

There you are!

Five (5) guaranteed-to-work tips to keep in mind if you want to ace the NMLS Exam on your first attempt! ***Want more?*** Read on to discover the Sure-to-Succeed Prep Tips in the next chapter!

Chapter 4

The Sure-To-Succeed NMLS Exam Prep Tips For The Students Who Have No Time or Money to Waste.



No one likes failing.

From the time we were kids in kindergarten to when we land that first job... success is what sets the achievers apart from those who well, just about scrape by.

BUT!!

If you're one of those who's stressed out about failing the NMLS Exam, here's what I want you to know... ... **I'm here to help you!**

The pass rate for the NMLS exam "dropped", again, within the past six months! It was 62% (meaning 38% fail the first time) - but a new report reveals that is at 60%. It's official - 40% of those that take the exam **FAIL THE FIRST TIME!!!** Don't believe me?? [Click here to read it for yourself!](#)

To make matters even worse - the pass-rate for those that attempted the exam the 2nd time is only 44% (meaning only 56% pass on their 2nd attempt).

As an NMLS Instructor, every day, I hear stories of students (you can see some of them here on our [Yelp Page](#)) who took an Online Pre-Licensing Class (some even took a LIVE classroom course or webinar) that didn't have the most updated or comprehensive training material and they...

FAILED!!



Yes. Failure SUCKS. That is the harsh but honest truth.

- You don't want to come home and tell your kids you failed.
- You don't want to wake up in the morning, look at yourself in the mirror and see a failure staring back at you.
- You don't want to sit among your successful friends and mumble about not being able to pass your NMLS Exam.

BUT Honestly... what can YOU do?

- You're working back-breaking hours at your full-time job.
- You've got family responsibilities to take care of.
- You're on a tight budget and joining expensive, in-person classes that require flying to a different state maybe, is just not possible.

So, you have **REASON** to stress and worry about failing.

Now you have a CHOICE.

Do you keep stressing about failing the Exam and give up?

Will you do what every achiever does - Take action and get access to the **BEST** training – whether it's **an in-person classroom training** or one of our awesome **online training programs**, without wasting any time.

Chapter 5

Your Next Steps....



NMLS 20-hr CA-DBO Prelicensing Course Overview

If you're ready to get your hands on your MLO License without further delay, you're in the right place. **This course is PERFECT for those who are new to the Mortgage Industry as well as experienced Real Estate and Mortgage Professionals looking to re-enter into the field.**

Affinity's **20hr NMLS Prelicensing Course** covers the following topics required by the SAFE Act: Federal lending legislation (3 hrs), ethics (3 hrs), and nontraditional mortgage products (2 hrs).

Also included are **12 hours of elective topics** to provide a broad understanding of key concepts.

WE OFFER PRE-LICENSING IN TWO (2) FORMATS

"LIVE" Classroom Format (2-days 10hrs a day) - \$395.00

This classroom courses satisfies the required 20 hours of pre-licensing NMLS education in just two (2) Days! This is our comprehensive **"BOOTCAMP"** Course.

This course is perfect for students who prefer to complete their education in a traditional setting, allowing for one-on-one interaction with their instructor and networking opportunities with other students.

NMLS Online (self-paced Format – complete at your own pace) - \$349.00

This Online Instructor-Led (OIL) course utilizes a robust Learning Management System (LMS) to incorporate audio, visual and hands-on learning in a remote learning experience.

This LMS offers far more than just slide shows and reading. You will analyze video content and problem solve real life lending challenges.

With both of the above courses, students also receive these bonuses at no additional cost:

- **An audio/video MP4 file** to review after the course of the most important laws,
- **Five (5) practice exams**, various cliff notes and resource guides.
- **All of the PowerPoint slides** used in our 20-hour licensing course. This includes over 800 slides covering every aspect of loan origination including general mortgage knowledge, loan origination activities, ethics, federal law, and much more!



NMLS EXAM PREP/CRASH COURSE OVERVIEW

Passing the NMLS Exam! – Our Exam Prep Crash Course - If you just need help passing the NMLS exam, our detailed test preparation package offers it all. The NMLS test is quite difficult and being properly prepared to pass the test is essential.

During the Crash Course, you will learn the same exact strategies that we have used to help our students pass the National exam with a 92% pass rate. ([see our YELP reviews](#)).

We also offer 2-levels of Exam Prep – **Basic Level** and **Mastery Level**.

"LIVE" Exam Prep Crash Course - (Basic Level) - \$160.00

This One-Day Crash Course is designed to help you pass the National Test with Uniform State Content. This course offers five (5) hour of LIVE Exam Prep instruction – designed to help you pass the exam. Our class-size is kept to a maximum of 20-25 students.

We find that students learn better in a smaller learning environment.

The instructor will take you through each section of the exam and ensure that you understand the concepts, terms, designed to help you pass this difficult exam.

Online Exam Prep Crash Course (Basic Level) - \$160.00

This is an Online Prep Courses to designed to help you pass the National Test with Uniform State Content.

Our online course includes over 10 hours of online content with 30 instructional videos and practice exams modeled after the content of the NMS Exam.

This online training is available immediately and 24/7.

Our test preparation event has been professionally recorded, edited, and by our senior instructor who will take you through each section of the test with hundreds of PowerPoint slides built into the presentation. You will have access to watch as often as you like for 180 full days.

You will also receive these bonuses at no additional cost:

- **Ten (10) practice exams**, various cliff notes and resource guides.
- You will also receive **a workbook** with all of the PowerPoint slides used within the course.

Mastery Level (additional \$100) - Upgrade to mastery level and receive the following additional inclusions:

- **Over 375 Flashcards and an “Advanced” Study Manual** with over 600 Key Items you must know to pass the exam.
- **Entire recording of a LIVE Crash Course session** as an audio MP3/video MP4 that will allow you to download and listen to on various devices (phone, tablet, iPod, in your car).
- **Final review cram course:** Over 500 PowerPoint slides broken down in the areas of federal law, nontraditional lending, ethics, and loan origination activity. View this presentation online or download the slideshow for flashcard-style learning
- We also include **PDF’s on Mortgage Terminology, Math Equations, the latest NMLS Test Outline, and 5 additional 100-question practice exams!**

THE AFFINITY ADVANTAGE

What else.....

First up, your instructors are not just people who probably passed the exam on their own and are now teaching others. These are Real Estate and Mortgage Veterans with 15+ years of experience and have a firm grip on the pulse of the NMLS Exam so they know exactly what you need to master and how to do that!

You aren't a face-in-the-wannabe MLO-crowd here.

You're seen. You're heard. Because we are firm about keeping the class size to 25-30 students so everyone gets enough personal attention and no question is left unanswered.

THIS is, of course, our biggest PLUS point - Did you know there are just a handful of LIVE classes offered for NMLS Pre-Licensing?

Southern California has 2-3 classes and we're one of them!

You get the massive benefit of a LIVE class so you can ask your questions, clarify those pesky doubts and connect with other NMLS students too!

Our bonuses seriously blow the competition out of the water. No, seriously.

Go ahead and take a look at them right here and see if you can find anything better anywhere else. I can pretty much guarantee that you can't.

Because we know what it takes to pass the NMLS exam even if you have NO Real Estate background and even if it's your first attempt.

We haven't scored a 92% pass rate by simply doling out fluff and fancy!

See?

Now you know what to do.

You have a choice! What's it gonna be?

Are you going to let the fear of failure hold you back from pursuing a dream that can change the trajectory of your life?

Fling Overwhelm Outta the Window!

The overwhelm.

The frustration.

The endless going round in circles.

It's time for you to take all of these, crumple them and toss them out of the window.

Because...

...with Affinity, you'll get laser-focused training on the concepts that you need to know like the back of your hand.

Nothing more. Nothing less.

Stop Struggling... ALONE

You know what's worse than struggling to study for the NMLS Exam?

Struggling to study all by yourself!

That's right.

With our Courses, you'll get direct, access to a trained and highly experienced instructor.

PLUS, you'll get to connect with other students so you can make your own study group, if needed. **AND**, you'll join our Facebook community as well so you can continue to brainstorm with other students and get instructor access too!

Have a question about it? Email me at artricia123@gmail.com

Ready to go straight to being a SUCCESS?



About The Author

Hi!

I'm Artricia Woods, creator of the MLO Training Academy and Director of Training and Senior Instructor at Affinity Real Estate and Mortgage Training.

Armed with a Master's Degree in Business Management and with over 15 years of experience as a Real Estate Broker and Mortgage Expert, I have a fiery passion for empowering fellow professionals to maximize their earnings by gaining the credibility and qualifications needed.

An Award-Winning Mortgage Expert, Broker, and Speaker, I specialize in customer service, mortgage origination, training, and consulting, ensuring that professionals and businesses get the best education when it comes to real estate and mortgage rules and regulations!

When I'm not teaching at the MLO Training Academy, I'm speaking on NMLS Pre-Licensing, Prep and Continuing Education all over the country... or snuggling with my sweet grandson!!

Have a question about NMLS prep? Email me at artricia123@gmail.com.

Ready to race ahead to the top of the class and ace your MLO exam? **Click here to join us today!**



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