



You Can Become a Certified Reverse Mortgage Professional

The CRMP is the highest industry credential for reverse mortgage professionals. Individuals who earn the CRMP have demonstrated their knowledge and competency in the area of reverse mortgage lending, and are dedicated to upholding high standards of ethical and professional practice in the industry. The following information includes application procedures, requirements for eligibility to sit for the CRMP certification examination, and the policies that guide the decisions on certification. The CRMP is governed by the Independent Certification Committee, and is administered by the NRMLA staff.

NRMLA is dedicated to offering a certification program that is credible and based on best certification practices. NRMLA offers a full-scope certification program that is comprised of the following key components:

- An independent governing body with policies and procedures guiding all decisions on certification
- Eligibility requirements and application submission and review procedures
- An examination testing the competency and knowledge requirements of reverse mortgage professionals today
- A Code of Ethics all CRMPs must abide by and uphold
- Recertification requirements to maintain the credential
- Complaints and disciplinary procedures.

Independent Certification Committee

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NRMLA's Board of Directors has by resolution granted the Independent Certification Committee the responsibility of providing oversight to the development and administration of the certification program.

To assist in the process, NRMLA has contracted with Professional Testing, Inc., based in Orlando, FL, to provide expertise and guidance in examination development, administration, maintenance and scoring. The CRMP examination is proctored through Pearson Learning Center, which has over 2000 testing locations nationwide.

Successful achievement of a passing score on the CRMP certification examination is required for an individual to earn the CRMP designation. Each candidate must meet the eligibility requirements to qualify for the exam, and must agree to uphold and abide by the Code of Ethics in order for certification to be awarded. Certification is awarded for a period of three years, but the certificant must recertify annually prior to the expiration date found on his or her hard copy certificate. CRMPs must also remain in good standing with the Independent Certification Committee, which means they must be current in all fees and not be found in violation of the Code of Ethics. Failure to comply with these requirements may result in the certification being withdrawn.

Recertification

The CRMP certification is awarded for a period of 3 years. During this period, a certificant will be required to obtain 12 hours of continuing education annually for each of the three years.

Or in lieu of obtaining the 12 credits, a certificant may choose to retake the exam in the third year. However, there will be a small number of mandatory courses that a certificant must still participate in every year in order to maintain the designation. For more information, refer to the Recertification Handbook.

Trademarks and Copyrights

The “Certified Reverse Mortgage Professional” and “CRMP” designations are the property of the Independent Certification Committee and NRMLA. Individuals who earn the CRMP credential may use the designation as long as the certification has not expired, been suspended, revoked or voluntarily relinquished. The certificate is the property of the Independent Certification Committee and must be returned to NRMLA upon request. Examination materials and publications are copyrighted and protected under U.S. law. NRMLA aggressively enforces the appropriate use of its property, and unauthorized use may result in sanctions or other penalties.

Frequently Asked Questions

Interest in the Certified Reverse Mortgage Professional (CRMP) designation is quickly growing.

We thought it would be beneficial to consolidate our most commonly asked questions into the follow FAQ document. If you have a question that is not listed, please email Darryl Hicks, at dhicks@dworbell.com.

Question #1: Why should I get the CRMP?

Earning the CRMP distinguishes you as someone who has demonstrated superior knowledge and competency in the area of reverse mortgages and dedication to upholding the highest ethical and professional standards.

When operating in a highly competitive environment, like the reverse mortgage business, one of the most effective ways to set yourself apart from the rest of the field is to obtain the CRMP designation. When a consumer sits across the kitchen table from a CRMP, it provides an extra level of comfort, because they understand that they are dealing with the very best.

Question #2: How do I qualify for the CRMP designation?

Before you submit an application, you must meet certain experiential requirements. If you are a loan originator, you must have originated reverse mortgages for a minimum of two years and personally closed at least 50 loans. If you are not a loan originator, then you must have spent at least five years in the reverse mortgage business in one or more of the following areas: underwriting, processing, management and operations, title and closing services, appraisals, and/or loan servicing.

You must complete 12 continuing education (CE) credits before applying. All credits must be obtained within 12 months of submitting the application. Any credits obtained outside of the 12-month period will not be counted.

All candidates must complete the course *Workshop: Ethical Issues & Business Practices for Reverse Mortgage Lenders*. This course is conducted at most NRMLA conferences.

By signing the consent release form in the application, you are attesting to the accuracy of the information submitted. If NRMLA discovers that any information provided on the application is fraudulent, that may be grounds for being stripped of the credential.

Question #3: How do I obtain CE credits?

Because the reverse mortgage industry is continually evolving, the Independent Certification Committee, which oversees the governance of the CRMP, requires all 12 credits be obtained within one year of submitting your application. **Any credits obtained outside of the 12-month period are not counted.**

You can obtain credits by attending NRMLA events, participating in NRMLA-approved courses organized and taught by other parties, or submitting outside courses that we approve. **All outside courses must have been taken within 12 months of submitting your application.** NRMLA has approved several NMLS courses and several courses taught by Generation Mortgage Company and Tradition Title. We are working with other companies to expand upon that list.

You can receive up to six credits from outside courses unrelated to reverse mortgages. These may include courses approved by the National Mortgage Licensing System (NMLS) that you must take to maintain your mortgage originator license, courses taken in pursuit of another designation, or classes that deal with senior finance, long-term care planning, healthcare and real estate law and regulations.

Question #4: How do I get outside courses approved?

The following information must be submitted to NRMLA:

- Name of instructor and bio
- Course title and description
- Course outline with key learning objectives
- List of assigned reading and other assignments (if available)
- Evidence course is proctored or maintains attendance records (if available)
- Copy of certificate of completion, if provided.
- Statement of Relevancy written by you, explaining why you think this course should count as credit.

We do not accept courses related to marketing or ethics (only NRMLA's ethics courses count).

Submit the information to Darryl Hicks, at dhicks@dworbell.com. It will be reviewed first by the Eligibility Subcommittee. If the Subcommittee approves the course, it is then reviewed by the full ICC, which must give its final consent for you to receive credit.

Question #5: What much does it cost to get the CRMP?

There is a \$250 non-refundable application fee. If the application is approved, you take the exam. If you pass the exam, the next step is to submit to an online background check, which costs \$49.95 in most states, except New York, where it costs roughly \$150.

If you pass the background check, the final step is to pay a \$175 certification fee, which is paid annually for three years while the CRMP is active.

Question #6: What ongoing requirements do I have if I get the CRMP?

Before the end of each calendar year, you must submit proof that you obtained 12 CE credits. In addition, prior to the anniversary date on which you received the designation, you must submit a signed copy of the CRMP Code of Ethics and Consent Statement and you must submit a \$175 recertification fee. You will of course receive notices from NRMLA on when you need to submit these items.

The 12 CE credits may be obtained by the same types of sources that were used to accumulate credits prior to submitting your application.

As part of the 12 credits, there are mandatory courses that every CRMP designee must obtain credit for. A certificant must obtain two (2) hours of continuing education annually

that is related to regulatory requirements and two hours of ethics within the three years that the designation is active.

Question #7: Is there a logo I may use?

Yes. The CRMP logo is located at the top of the FAQ. Once you have earned the designation, you may use the logo on your business cards, on your web site, and in your marketing. You can also list the CRMP call letters after your name. You can obtain a copy of the logo by emailing Darryl Hicks, at dhicks@dworbell.com.

Question #8: Where can I get more information?

The best place to get more information is NRMLAonline.org, NRMLA's industry web site. Look for the banner on the home page, titled Become a Certified Reverse Mortgage Professional. Please read through all the materials, especially the candidate handbook and recertification handbook.