In the Matter of the Revocation of the Mortgage No. 08F-BD063-BNK

CONSENT ORDER

D&R FINANCIAL GROUP, LLC 7201 E. Camelback Road, Suite 375

Scottsdale, AZ 85251

Broker License of:

Respondent.

On May 29, 2008, the Arizona Department of Financial Institutions ("Department") issued a Notice of Hearing alleging that Respondent had violated Arizona law. Wishing to resolve this matter in lieu of an administrative hearing and without admitting liability, Respondent does not contest the following Findings of Fact and Conclusions of Law, and consents to the entry of the following Order.

FINDINGS OF FACT

- 1. Respondent D&R Financial Group, LLC ("D&R") is an Arizona limited liability company, authorized to transact business in Arizona as a mortgage broker, license number MB 0908484, within the meaning of A.R.S. §§ 6-901, et seq. The nature of D&R's business is that of making, negotiating, or offering to make or negotiate a loans secured by Arizona real property within the meaning of A.R.S. § 6-901(6).
- 2. Michael D. Robson ("Mr. Robson") is the Managing Member and Owner of D&R. Mr. Robson is authorized to transact business in Arizona as a mortgage broker within the meaning of A.R.S. § 6-903(E).
- 3. A March 27, 2007 through November 27, 2007 examination of D&R, conducted by the Department, revealed that Respondent:
 - n. Acted as mortgage broker while not licensed and engaged in unlicensed activity by making, negotiating, or offering to make or negotiate several mortgage loans; and failed to obtain a branch office license from the Superintendent, and designate a person from each branch office to oversee the operations of that office, specifically:

- i. Respondent provided a loan log that documents the first forty two (42) loans were originated prior to licensing on August 10, 2006. Respondent provided three (3) loan logs for this examination. The initial loan log contained errors and omissions. After delivery of the initial loan log, Respondent re-worked the entire point system (Calyx Point software), because it was not correct the first time. Respondent has been storing all loan files electronically, with the hard-copy files being destroyed shortly thereafter to preserve space in the office. The original files no longer exist, but the Respondent has provided a letter stating the second loan log is now accurate;
- ii. On March 19, 2007, examiners from the Department investigated an unlicensed location at 320 E. McDowell Road, Ste. 222, Phoenix, AZ. After the examiners pointed out that a photocopy of the Respondent's principal place of business license was found lying on the receptionist's desk, the branch manager responded that she had taken two (2) loan applications (the names of the borrowers were not provided). The Respondent's employee record list reflects that branch manager as being employed on April 16, 2007. The Respondent does not have a licensed branch at this location;
- iii. On March 19, 2007, examiners from the Department investigated an unlicensed location at 77 E. Weldon Avenue, Ste. 150, Phoenix, AZ. Examiners observed and took a picture of a photocopy of a license on the wall for D&R Financial Group that showed an address of 7201 E. Camelback Road, Ste. 375, Scottsdale, AZ. On March 7, 2007, the Respondent submitted a branch application for this location. The branch license request for this location has since been withdrawn by the Respondent. The Respondent's employee record list reflects the branch manager as being employed on March 6, 2007 and April 10, 2007. After a discussion with the branch manager,

examiners removed the following files from this unlicensed location:

- 1. 3716 W. Loma Lane, Phoenix, AZ 85051;
- 2. 658 W. 1st Street, Mesa, AZ 85201;
- 3. 7365 W. State Avenue, Glendale, AZ 85303;
- 4. 16248 N. 28th Street, Phoenix, AZ 85032;
- 5. 1559 W. Crescent Avenue, Mesa, AZ 85202;
- 6. 10543 Wamelia Avenue, Avondale, AZ 85323 (2-28-07);
- 7. 1257 E. Fountain Street, Mesa, AZ 85203 (2-6-07); and
- 8. 8128 W. Earl Drive, Phoenix, AZ 85033 (3-15-07);

On March 30, 2007, the Department was notified that a title company was receiving business from the 77 E. Weldon Avenue, Ste. 150, Phoenix, AZ location. This office location was representing itself as D&R Financial Group, LLC, and was trying to do business as such. On April 23, 2007, the Respondents submitted a change of address request for its branch at 914 E. Camelback Rd. Phoenix, AZ to change its address to: 77 E. Weldon, Ste. 150, Phoenix, AZ. The Respondent does not have a licensed branch at 77 E. Weldon, Ste. 150, Phoenix, AZ;

iv. On March 20, 2007, examiners from the Department investigated an unlicensed location at 4231 W. Thomas Road, Ste. 100, Phoenix, AZ. Upon entering the office, examiners observed a photocopy of a license certificate of D&R Financial Group, LLC indicating license number MB-0908484 with an address of 7201 E. Camelback Road, Ste. 375, Scottsdale, AZ. The copy of the license certificate was displayed on the eastern-most wall of the lobby. The branch manager and a loan processor greeted the examiners. They stated that this location was an office of D&R Financial Group and acknowledged the license on the wall. The loan processor stated twice that there were sixty

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(60) loan officers working in the back of this office building's space. The examiners then presented a refinance loan scenario to the branch manager and the loan processor, referring to a \$200,000.00 fifteen year term amortizing loan secured by a home appraised at \$250,000.00 on a single family dwelling located in Arizona. The loan processor entered some information into the computer concerning the proposed refinance while seated at the branch manager's computer. The examiners then advised the branch manager and the loan processor that they were short on time and needed to go back to work. The examiners requested an application to complete later and a business card with a phone number, to call to set an appointment to return to discuss the refinance loan. The examiners received a blank application form no. 1003, Good Faith Estimate form and Truth in Lending form. D&R Financial Group, LLC, 7201 E. Camelback Road, Ste. 375, Scottsdale, AZ 85251, was printed on the forms. The branch manager provided a business card reflecting D&R Financial Group, LLC and license number MB-0908484. The Respondent does not have a licensed branch at 4231 W. Thomas Road, Ste. 100, Phoenix, AZ:

- v. On June 1, 2006, the Respondent ordered an appraisal from 7201 E. Camelback Rd. #375, Scottsdale, AZ 85251, for a property located at 8137 W. Tuckey Lane, Glendale, AZ 85303, which listed the Respondent as the lender. The Respondent has held out to the public that mortgage loans are made or negotiated at this location prior to August 10, 2006, when the Respondent was issued a mortgage broker's license;
- vi. On July 6, 2006, the Respondent ordered an appraisal, from 7201 E. Camelback Rd. #375, Scottsdale, AZ 85251, for a property located at 16203 E. Powderhorn Drive, Fountain Hills, AZ, which listed the Respondent as the

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lender. On July 20, 2006, the Respondent originated and negotiated two (2) loans (1st and 2nd mortgages), to purchase an Arizona property located at 16203 E. Powderhorn Drive, Fountain Hills, AZ. On July 26, 2006, the Respondent obtained an approval for these loans from a correspondent lender, reflecting the Respondent as its client. On October 10, 2006, the loans funded and the Respondent was compensated \$21,180.00, from the funding of these two (2) mortgage loans. The Respondent has held out to the public that mortgage loans are made or negotiated, before licensing on August 10, 2006; On July 13, 2006, the Respondent ordered an appraisal from 7201 E. Camelback Rd. #375, Scottsdale, AZ 85251, for a property located at 2715 W. Tuckey Lane, Phoenix, AZ, which listed the Respondent as the lender. The Respondent negotiated and funded two (2) loans (1st and 2nd mortgages) on September 22, 2006. The Respondent was compensated \$3,155.00. The Respondent's final loan application (FNMA form 1003) reflected its address as 7201 E. Camelback Road, Ste. 375, Vallecitro, CA 95251. The Respondent

has held out to the public that mortgage loans are made or negotiated at the

Camelback Road location, before licensing on August 10, 2006. Respondent

viii. On July 13, 2006, the Respondent ordered an appraisal, from 7201 E. Camelback Rd. #375, Scottsdale, AZ 85251, for a property located at 2721 W. Tuckey Lane, Phoenix, AZ, which listed the Respondent as the lender. The Respondent negotiated and funded two (2) loans (1st and 2nd mortgages) on September 21, 2006. The Respondent was compensated \$3,155.00. The Respondent's final loan application (FNMA form 1003) reflected its address as 7201 E. Camelback Road, Ste. 375, Vallecitro, CA 95251. The Respondent has held out to the public that mortgage loans are made or negotiated at the

also does not have a licensed branch located in Vallecitro, CA;

Camelback Road location, before licensing on August 10, 2006. The Respondent also does not have a licensed branch located in Vallecitro, CA;

- On July 13, 2006, a mortgage loan application was accepted by Respondent ix. for the purchase of an owner occupied property located at 4926 E. Culver Street, No. 2, Phoenix, AZ 85008. On August 3, 2006, the Respondent ordered an appraisal from unlicensed location at 914 E. Camelback Road, Phoenix, AZ 85014, for a property at 4926 E. Culver Street, No. 2, Phoenix, AZ 85008, which listed the Respondent as the lender. The Respondent funded The Respondent was compensated the loan on September 11, 2006. \$3,468.95. The Respondent's address as reflected on the HUD-1 settlement statement was 225 Union Blvd. Ste. 400, Lakewood, CO 80228. The Respondent has originated a mortgage loan prior to being licensed, on August 31, 2006. The Respondent has held out to the public that mortgage loans are made or negotiated at a Lakewood, CO location that is not licensed by this Department; and
 - x. The Respondent originated, brokered and funded a mortgage transaction on a property at 6847 S. 27th Place, Phoenix, AZ 85042. The Respondent accepted compensation, payable to the Respondent at 101565 N. 114th Street, Ste. 109, Scottsdale, AZ on January 31, 2007. The Respondent does not have a licensed branch at 101565 N. 114th Street, Ste. 109, Scottsdale, AZ;
- b. Transferred or assigned its mortgage broker license, specifically:
 - i. Respondent was issued its mortgage broker license on August 10, 2006. At the commencement of this examination on March 27, 2007, Respondent had one (1) principal place of business and seventeen (17) branch locations. In March of 2007, Respondent submitted ten (10) additional applications for branch licenses. At the time of examination, the following branch locations

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were licensed:

- 1. 914 E. Camelback Road, Ste. 3, Phoenix, AZ 85014 (branch #1);
- 2625 E. Greenway Parkway, Ste. 202, Phoenix, AZ 85032 (branch #2);
- 3. 2401 W. Glendale Avenue, Ste. 110, Phoenix, AZ 85021 (branch #3);
- 4. 7141 N. 51st Avenue, Ste. F-1, Glendale, AZ 85303 (branch #4);
- 5. 2020 W. Indian School Road, Ste. B-31, Phoenix, AZ 85017 (branch #5);
- 6. 9386 W. Van Buren Avenue, Ste. B, Tolleson, AZ 85353 (branch #6);
- 7. 2033 E. Warner Road, Ste. 105, Tempe, AZ 85284 (branch #7);
- 8. 4560 N. 19th Avenue, Phoenix, AZ 85015 (branch #8);
- 9. 300 W. Osborn Road, Ste. 110, Phoenix, AZ 85013 (branch #9);
- 10.4029 N. 31st Avenue, Phoenix, AZ 85017 (branch #10);
- 11.5110 N. 44th Street, Ste. L200, Phoenix, AZ 85018 (branch #11);
- 12. 3150 N. 24th Street, Ste. D100, Phoenix, AZ 85016 (branch #12);
- $13.\,6610$ N. 47^{th} Avenue, Ste. 13, Glendale, AZ 85301 (branch #13);
- 14. 202 E. McDowell Road, Ste. 200, Phoenix, AZ 85004 (branch #14);
- 15.300 W. Clarendon Avenue, Ste. 255, Phoenix, AZ 85013 (branch #15);
- 16.4260 N. 19th Avenue, Phoenix, AZ 85015 (branch #16); and
- 17. 1202 E. Maryland Avenue, Ste. 1H, Phoenix, AZ 85014;
- ii. In March, 2006, five (5) months prior to licensing, the Respondent hired a recruiter, to recruit and locate branch managers through mail, fax, personal or verbal introductions. The recruiter had a thirteen (13) year career in marketing, advertising and sales. D&R Financial Group was the first

mortgage company that the recruiter has worked for. The Respondent developed a program/package referred to as "Branch in a Box". Solicitation letters to prospective branch managers revealed the following:

- 1. Branch in a Box was used to inform prospective branch managers why the Respondent was by far the best alternative in mortgage branch ownership;
- 2. The Respondent offered advisement and guidance in all required steps to open your own mortgage branch;
- 3. Respondent also offered, without cost, advisement and guidance in structuring of the business (such as an LLC);
- 4. The Respondent offered, without cost, the use of a commercial realtor to help search and visit the location of your new branch;
- 5. Negotiate a lease;
- 6. Provide a list of contacts for opening the office: utilities, internet and phone, leasing a copier/scanner/fax and selecting furniture (rent or buy); and
- 7. The program/package informs that D&R is the only mortgage banker (although Respondent is licensed as a mortgage broker) advised by executives from State Banking, the FBI, Mortgage Banking, etc.;
- iii. The recruiter introduced 14 of the 17 Branch Managers to the Respondent through this program. Respondent's form, Branch Policy or Branch Management Program (branch owner requirements & responsibility list), quoting in part, states as follows:
 - 1. Branch Owners are responsible for all operating expenses;
 - 2. Branch Managers need to have a registered LLC in order to operate as a D&R branch. D&R's executive team could assist on this process but

expenses (usually less that \$100) are responsibility of the Branch Manager;

- 3. Branch Licensing expenses (amount varies by state but usually are a flat one-time fee around \$500 for the license plus a pro-rated yearly fee paid to the state) are the responsibility of the branch owner;
- 4. Branch manager is responsible for all business operating expenses including but not limited to location lease, utilities, communication, shredder, etc. These will be paid from the branch's unique bank account set-up for this;
- 5. Branch manager needs to set-up its own account to allow his/her loan officers to pull credit. D&R Corporate can provide the contact information of the three companies it currently uses;
- 6. If certain network printing functions within Calyx Point are desired,
 Branch Manager needs to cover the required licensing fees; and
- 7. Branch Manager will be held responsible for the following charges to D&R Financial Group that is incurred while servicing loans that he/she or his/her branch as a whole generates: Recapture fees, Buy-backs and Business Cards;

in a pre-tax scenario;"

- v. The expenses listed in the above description are all expenses that should be paid by the Respondent, subject to reimbursement from the D&R Corporate account;
- vi. Licensee form, 100% Branch Manager Addendum, quoting in part, states as follows: Branch Managers are not taxed W2 until Net Profit for the Branch exceeds all expenses including any commissions due to loan officers and or Processors. FUTHERMORE, to protect the integrity of your employees and the D&R name, 50% of the office lease and any salaried employees will remain in the Branch Office Account. Branch profits are automatically withheld until a written notice (can be in email format) is received from the branch manager by D&R's payroll department. Branch profits exceeding 50% of office lease plus any salaried employees and after loan officers have been paid may be distributed every Friday. Next day pay is a \$99 fee if branch profits are distributed on days other than Friday pay dates;
- vii. The Respondent has not assumed responsibility or control for its branch offices. The following information was taken from the Respondent's employment forms, also referenced above: (Branch Manager Agreements, Branch Policy or Branch Management Program-branch owner requirements & responsibility list and 100% Branch Manager Addendum). The subparagraphs below demonstrate an assignment or transfer of the Respondent's license. Not all of the Branch Manager files contain these specific forms. Interviews with the Branch Managers confirmed they were aware of the information. The interviews reflected an understanding by the Branch Managers that they were responsible (as the documents above detail), for all income and expenses for

the branch and the net income belonged to the Branch Owner/Manager. The branch would then pay the Respondent a fixed monthly fee of \$2,500.00 per branch or \$599.00 per file, for every loan closed;

- viii. The Respondent instructed the future Branch Manager to get a branch location, for the following branches: #3, #4, #5, #6, #7, #8, #9, #10, #13, #15 and #17;
 - ix. The Respondent offered/provided a commercial realtor to help find a location for some new branches and to negotiate the lease. This service was used for branches #4, #5 and #6;
 - x. The Respondent informed the future Branch Manager that they would be responsible for all operating expenses, for the following branches: #3, #4, #5, #7, #8, #9, #10, #13, #15 and #17. A Branch Manager/Owner-signed document reflecting the Branch Owners' responsibilities for all operating expenses was located for the following branches: #3, #4 and #7;
 - xi. The Respondent had the Branch Managers negotiate and sign the leases for the following branches: #3, #4, #5, #6, #7, #9, #10, #13 and #17. The Respondent's branch #1 has a lease signed by the Respondent. All sixteen (16) other branch leases were signed by Branch Managers of the Respondent. Three (3) of the leases, branches #11, #12 and #13, included a DBA using the Respondent's name. Two of the leases, branches #12 and #14, were for a term of month-to-month, yet the Respondent did not assume responsibility by putting its name on the lease;
 - xii. The Respondent has provided a rent expense printout from its records. The Respondent has documented it has paid 46% (52 of 114 payments) of all branch lease payments, for their seventeen (17) branches (not including its corporate address) from licensing origination to surrender of branch license.

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- xiii. The Respondent did not assume any leases on equipment for any location;
- xiv. The Respondent instructed the Branch Managers to open a registered LLC in order to operate as a branch for the following branches: #3, #4, #5, #7, #10, #13 and #17;
- The Respondent had the Branch Manager pay for the Mortgage Broker Branch License fee, for the following branches: #4, # 5, #6, #7, #8, #9, #10, #11, #12, #13, #14, #15, #16 and #17;
- Plus Credit Reporting, Inc. A branch manager personal guaranty was completed and forwarded to Advantage Plus. The Branch Manager's personal credit card was charged for all credit reports ordered from the branch location. Personnel files contained this authorization for the following branches: #3, #4, #5, #6, #7, #9 and #10;
- approval from Respondent. The Branch Managers negotiated the income commission split with their loan officers. Typically, income from a loan officer-originated loan was split 70%-30 % or 60%-40% with the Branch Manager (example: loan officer received 70% and branch manager received 30%). The actual hiring took place at the branch location. The paperwork was then processed through the corporate human resources department;
- xviii. The Respondent retained a per file fee of \$599.00 or a per branch fee of \$2,500.00, however, all expenses were paid by the branch manager. Thus, the per file fee or per branch fee was not used for branch expenses, it was used for use of Respondent's license;
 - xix. The Respondent did not have a key to access the branch offices for the

following branches: #4, #5, #6, #7, #8, #10, #13, #15 and #17. The branch manager for branch #7 was informed that the Respondent wanted a key. The Respondent stated it had to have a key, but any key was fine, it didn't have to work the door. The branch manager for branch #7 did send in a key that did not work for the office door. The branch manager for branch #6 was informed that the Respondent wanted a key. The branch manager for branch #6 made a copy for Respondent, who never came to pick up the key. On September 20, 2007, the branch manager for branch #6 informed the examiner he had the only key to the office and would be out of the office that day.

Also on September 20, 2007, the Respondent's compliance officer called to inform the Department that they would be surrendering 2 more licenses: the Mesa AZ location at 931 E. Southern Avenue (originally branch #3, which was transferred from that closure) and the Tolleson, AZ location at 9386 W. Van Buren, (branch #6). They were picking up the licenses and closing the offices that day. On September 24, 2007, the compliance officer called back to say he had the Mesa, AZ office license, but could not get the Tolleson, AZ license because he could not get into the office. On September 25, 2007, the Respondent was able to obtain access and retrieve the Tolleson, AZ license;

branch locations. The sub-lease reflected that the Respondent would pay rent on a month-to-month basis, with a 30-day written notice for cancellation. Three (3) of the sub-leases were signed prior to the original lease. Documentation could not be provided which shows the Respondent ever complied with the terms of these same sub-leases;

xxi. In February of 2007, the Respondent met with a potential employee.

Respondent wanted the potential employee to run an Elite Branch for the

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Quoting in part, an Elite branch is defined as: 1.) D&R Respondent. Corporate pays ALL expenses (lease, processor, utilities, etc). 2.) The branch is required to charge \$1,500.00 in junk fees on each file. The Branch manager is responsible to train, motivate and close loans, nothing else. 3.) "500 FiKo and 620 FiKo product leads given to all loan officers, daily." You can do as many per day as you want, with as many loan officers as you have. 4.) Manager makes 100% split on all files." At the direction of the Respondent, the potential employee started negotiating a lease with Vision Offices, a property management company. On April 8, 2007, the potential employee started employment with the Respondent as an Elite Branch Manager. At that time, the Elite Branch Manager had two (2) loans that he had brought with him and the process began. (The Respondent reflects the Elite Branch Manager's hire date as May 3, 2007, and the termination date as May 10, 2007.) On April 19, 2007, during this process, the Respondent issued a check, No. 282 for \$5,751.02, for the payment of the Elite Branch Manager's present lease payment with Vision Offices. The payment reassured the Elite Branch Manager. He then contracted for the new office to be painted and for the lease to be drawn up. The new lease reflected the Respondent as the lessee. Mr. Robson then informed the Elite Branch Manager that D&R Financial Group would provide financials to Vision Offices and sign on the lease. However, the Respondent would be solely responsible for the lease after ninety (90) days, until then, both Respondent and the Elite Branch manger would be on the lease together. The new lease was executed by the Elite Branch Manager on May 3, 2007. The Elite Branch Manager received a check from the Respondent for the May 2007 lease payment, but prior to cashing it, the Respondent stopped payment on the check. The Respondent never did supply

- c. Failed to use its license number, as issued on its principal place of business license, within the text of all regulated advertising or business solicitations in Arizona, specifically:
 - i. The Respondent's advertising file failed to include the principal place of business license number on the "First Time Homebuyers/Problems with Credit" advertisement;
- d. Failed to conduct the minimum elements of reasonable employee investigations before hiring employees, specifically:
 - i. Failed to obtain a completed "I9" (Employment Eligibility Verification Form) before hiring four (4) employees, and two (2) I9 forms were not dated;
 - Failed to obtain Immigration Reform and Control Act documents before hiring three (3) employees;
 - iii. Failed to obtain a completed and signed employment application for four (4) employees;
 - iv. Failed to obtain a signed statement attesting to all of an applicant's felony convictions, including information regarding each conviction, for four (4) employees;
 - v. Failed to consult with the applicant's most recent or next most recent employer for eleven (11) employees;
 - vi. Failed to complete the applicant's most recent or next most recent employer information for twelve (12) employees;
 - vii. Failed to inquire regarding an applicant's qualifications and competence for the position for twenty two (22) employees;

- g. Failed to adequately reconcile and update its records on a monthly basis;
- h. Failed to maintain a complete loan application list, specifically:
 - i. The Respondent has supplied three (3) different loan logs for examination.

 The initial log was inaccurate and was missing loan applications. The second loan log was updated to reflect accurate information and was provided with a letter of explanation on how the log was repaired. The third and most recently received loan log did not incorporate any of the previously supplied information nor did it include the original loans; and
 - ii. The Respondent's list of all executed loan applications failed to include fourteen (14) loans. The following loans were not on the loan log:
 - 1. Purchase of 37212 N. 26th Street, Cave Creek, AZ 85331;
 - 2. Purchase of 2601 W. Park Street, Phoenix, AZ 85041;
 - 3. Purchase of 412 E. Milada Drive, Phoenix, AZ 85042;
 - 4. Purchase of 7126 N. 2nd Street, Phoenix, AZ 85020;
 - 5. Purchase of 404 E. Milada Drive, Phoenix, AZ 85042;
 - 6. Refinance of 404 E. Milada Drive, Phoenix, AZ 85042;
 - 7.3716 W. Loma Lane, Phoenix, AZ 85051;
 - 8.658 W. 1st Street, Mesa, AZ 85201;
 - 9.7265 W. State Avenue, Glendale, AZ 85303;
 - 10. 16248 N. 28th Street, Phoenix, AZ 85032;
 - 11. 1559 W. Crescent Avenue, Mesa, AZ 85202;
 - 12. 10543 Wamelia Avenue, Avondale, AZ 85323;
 - 13. 1257 E. Fountain Street, Mesa, AZ 85203; and
 - 14. 8128 W. Earl Drive, Phoenix, AZ 85933;
 - Failed to maintain correct and complete originals or copies of loan transactions, specifically:

- i. The Respondent has failed to maintain at least two (2) loan applications;
- ii. The Respondent has failed to maintain at least thirteen (13) fee agreements;
- iii. The Respondent has failed to maintain at least sixteen (16) contract agreements;
- iv. The Respondent has failed to maintain at least one (1) set of escrow instructions;
- v. The Respondent has failed to maintain at least three (3) assignments of beneficial interest;
- vi. The Respondent has failed to maintain at least ten (10) documents showing compliance with the Consumer Credit Protection Act and RESPA, including five (5) sets of initial disclosures, four (4) initial Good Faith Estimates, and one (1) initial Truth in Lending disclosure;
- vii. The Respondent has failed to maintain at least two (2) deeds of trust;
- viii. The Respondent has failed to maintain at least two (2) sets of closing instructions;
 - ix. The Respondent has failed to maintain at least fifteen (15) appraisals; and
 - x. The Respondent has imaged loan files from the inception of the business.

 After the files were imaged, the original files were destroyed. Numerous documents are missing from the imaged files;
- j. Failed to use a statutorily correct written fee agreement, signed by all parties, when accepting advance fees and/or documents in connection with mortgage loan applications;
- k. Allowed borrowers to sign regulated documents containing blank spaces, specifically:
 - i. At least twenty eight (28) Truth in Lending disclosures were signed in blank;
 - ii. At least six (6) servicing transfer disclosures were signed in blank;
 - iii. At least two (2) Borrower Signature Authorizations were signed in blank;

- iv. At least two (2) Borrower's Certification and Authorizations were signed in blank;
- v. At least two (2) credit score disclosures were signed in blank; and
- vi. At least two (2) mortgage loan origination agreements were signed in blank;
- 1. Failed to comply with the disclosure requirements of Title I of the Consumer Credit Protection Act (15 U.S.C. §§ 1601 through 1666j), the Real Estate Settlement Procedures Act (12 U.S.C. §§ 2601 through 2617), and the regulations promulgated under these acts, specifically:
 - i. The servicing transfer disclosure was missing for eight (8) borrowers;
 - ii. The servicing transfer disclosure was incomplete for three (3) borrowers;
 - iii. The Good Faith Estimate was missing for seven (7) borrowers;
 - iv. The Truth in Lending disclosure was missing for three (3) borrowers;
 - v. The Truth in Lending disclosure was incomplete for twenty three (23) borrowers;
 - vi. All initial disclosures were missing from two (2) borrowers' files;
 - vii. The documents failed to disclose fees for six (6) borrowers;
 - viii. The documents under-disclosed fees for two (2) borrowers; and
 - ix. The documents did not include the APR calculation of all fees charged for four (4) borrowers;
- m. Misrepresented or concealed an essential or material fact in the course of the mortgage broker business, and engaged in illegal or improper business practices, specifically:
 - Respondent provided sixteen (16) fully executed sub-leases for its branch
 office locations where the original lease was not signed by the Respondent.
 Respondent represented these sub-leases as being true and correct. Interviews
 with eight (8) branch managers confirmed that each branch manager was

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ii. Respondent originated and negotiated four (4) mortgage loan transactions on two (2) different properties for a borrower. Respondent's loan log reflects the loan officer for all transactions was the same person:

1. Transactions one and two funded by M&T Bank on 3-27-07:

An owner occupied purchase including a 1st and 2nd mortgage loan totaling \$530,000.00, on a property located at 4323 W. Pearce Rd. Laveen, AZ

2. Transactions three and four funded by Home Capital Funding on 3-30-07:

An owner occupied purchase including a 1st and 2nd mortgage loan totaling \$425,000.00, on a property located at 2601 W. Park Street, Phoenix, AZ

The mortgage file for transactions three (3) and four (4) contained a Fannie Mae loan application (1003), dated March 23, 2007, which failed to disclose transactions one (1) and two (2) on the Schedule of Real Estate Owned. Transactions one (1) and two (2) were closed in the borrower's name and contain a final HUD-1 settlement statement, showing a settlement date of March 27, 2007. The failure to disclose transactions one (1) and two (2) concealed a \$530,000.00 mortgage obligation from the lender on transactions three (3) and four (4);

iii. Respondent originated and negotiated four (4) mortgage loan transactions on two (2) different properties for a borrower. Respondent's loan log reflects the

loan officer for all transactions was the same person:

1. Transaction One Funded by Plaza Home Mortgage on 10-31-06:

An owner occupied purchase including a 1^{st} and 2^{nd} mortgage loan totaling \$1,400,000.00, on a property located at 7126 N. 2^{nd} Street, Phoenix, AZ

2. Transaction Two Funded by New Century Mortgage on 11-28-06:

An owner occupied purchase including a 1st and 2nd mortgage loan totaling \$330,000.00, on a property located at 8137 W. Tuckey Lane, Glendale, AZ

The mortgage file for transaction one (1) contains a final HUD-1 settlement statement, dated October 31, 2006, reflecting the disbursement of \$290,000.00 to Los Cobo Enterprises, a newly opened bank account name of the borrower, allowing cash back to the purchaser of the property. The failure to disclose the disbursement concealed from the lender a \$290,000.00 cash disbursement to the borrower. This failure also concealed the true sales price and value of the property from the lender.

The mortgage file for transaction two (2) contained a Fannie Mae loan application (1003), dated November 22, 2006, which failed to disclose transaction one (1) on the Schedule of Real Estate Owned. Transaction one (1) was closed in the borrower's name and contains a final HUD-1 settlement statement, showing a settlement date of October 31, 2006. The failure to disclose transaction one (1) concealed from the lender a \$1,400,000.00 mortgage obligation.

The mortgage file for transaction two (2) contained a final HUD-1 settlement statement, dated November 28, 2006, reflecting the disbursement of \$80,000.00 to Los Cobo Enterprises, a newly opened bank account name of the borrower, allowing cash back to the purchaser of the property. The failure to disclose to the lender the disbursement concealed an \$80,000.00 cash

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disbursement to the borrower. This failure also concealed the true sales price and value of the property from the lender;

iv. The Respondent originated and negotiated a mortgage loan transaction on three (3) different properties for a borrower. Five (5) loans were originated for the borrower. The Respondent's loan log reflects the loan officer for all transactions was the same person:

1. Transaction One (1) Funded by American Brokers Conduit on 1-25-07:

An owner occupied purchase including a 1st and 2nd mortgage loan totaling \$375,000.00, on a property located at 404 E. Milada Drive, Phoenix, AZ

2. <u>Transaction Two (2) Funded by Spectrum Financial Group on 1-31-07:</u> An owner occupied purchase including a 1st mortgage loan totaling \$458,912.00, on a property located at 6847 S. 27th Place, Phoenix, AZ

3. <u>Transaction Three (3) Funded by Greenpoint Mortgage Funding on</u> 3-12-07:

An owner occupied refinance including a 1st and 2nd mortgage loan totaling \$451,000.00, on a property located at 404 E. Milada Drive, Phoenix, AZ

The mortgage file for transaction two (2) contained a Fannie Mae loan application (1003) dated January 27, 2007, which failed to disclose transaction one (1) on the Schedule of Real Estate Owned. Transaction one (1) was closed in the borrower's name and contains a final HUD-1 settlement statement, showing a settlement date of January 25, 2006. The failure to disclose transaction one (1) concealed from the lender a \$375,000.00 mortgage obligation on transaction two (2).

The mortgage file for transaction three (3) contained a Fannie Mae loan application (1003), dated March 7, 2007, which failed to disclose transaction two (2) on the Schedule of Real Estate Owned. Transaction two (2) was closed in the borrower's name and contains a final HUD-1 settlement

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statement, showing a settlement date of January 31, 2007. The failure to disclose transaction two (2) concealed a \$458,912.00 mortgage obligation from the lender on transaction three (3);

v. The Respondent originated and negotiated a mortgage loan transaction on two
(2) different properties for a borrower. Two (2) loans were originated for the
borrower. The Respondent's loan log reflects the loan officer for all
transactions was the same person:

1. Transaction One (1) Funded by Mila, Inc. on 9-21-06:

An owner occupied purchase including a 1st mortgage loan totaling \$382,500.00, on a property located at 37212 N. 26th Street, Cave Creek, AZ

2. <u>Transaction Two (2) Funded by Hamilton Mortgage Company on 10-30-06:</u>

An owner occupied refinance including a 1st mortgage loan totaling \$342,000.00, on a property located at 4143 E. Hallihan Drive, Cave Creek, AZ

The mortgage file for transaction two (2) contained a Fannie Mae loan application (1003) dated October 19, 2006, which failed to disclose transaction one (1) on the Schedule of Real Estate Owned. Transaction one (1) was closed in the borrower's name and contains a final HUD-1 settlement statement, showing a settlement date of September 21, 2006. The failure to disclose transaction one (1) concealed from the lender a \$382,500.00 mortgage obligation on transaction two (2);

vi. The Respondent originated and negotiated a mortgage loan transaction on four (4) different properties for a borrower. Six (6) loans were originated for the borrower. The Respondent's loan log reflects the loan officers for all transactions were the same two people:

1. <u>Transaction One (1) Funded by American Brokers Conduit on 9-14-06:</u> A non-owner occupied refinance including a 1st mortgage loan totaling \$247,000.00, on a property located at 5237 N. 59th Drive, Glendale, AZ 85301

2. <u>Transaction Two (2) Funded by American Brokers Conduit on 9-14-06:</u> A non-owner occupied refinance including a 1st mortgage loan totaling \$247,000.00, on a property located at 5229 N. 59th Drive, Glendale, AZ 85301

3. <u>Transaction Three (3) Funded by Greenpoint Mortgage Funding, Inc on 9-22-06:</u>

A non-owner occupied refinance including a 1st and 2nd mortgage loan totaling \$252,000.00, on a property located at 2715 W. Tuckey Lane, Phoenix, AZ 85017

4. <u>Transaction Four (4) Funded by Greenpoint Mortgage Funding, Inc on</u> 9-22-06:

A non-owner occupied refinance including a 1st and 2nd mortgage loan totaling \$252,000.00, on a property located at 2721 W. Tuckey Lane, Phoenix, AZ 85017

The mortgage transaction one (1) contained a Fannie Mae loan application (1003), dated September 9, 2006, which failed to disclose the ownership and existing mortgage obligation on the Schedule of Real Estate Owned for 2715 W. Tuckey Lane, Phoenix, AZ and 2721 W. Tuckey Lane, Phoenix, AZ. Both properties were owned since May 26, 2005. Transaction one (1) was closed in the borrower's name and contains a final HUD-1 settlement statement, showing a settlement date of September 14, 2006. The failure to disclose 2715 W. Tuckey Lane, Phoenix, AZ concealed from the lender a \$241,000.00 mortgage obligation. The failure to disclose 2721 W. Tuckey Lane, Phoenix, AZ concealed from the lender a \$241,000.00 mortgage obligation.

The mortgage transaction two (2) contained a Fannie Mae loan application (1003), dated September 9, 2006, which failed to disclose the ownership and existing mortgage obligation on the Schedule of Real Estate Owned for 2715 W. Tuckey Lane, Phoenix, AZ and 2721 W. Tuckey Lane, Phoenix, AZ. Both properties were owned since May 26, 2005. Transaction two (2) was closed in

the borrower's name and contains a final HUD-1 settlement statement, showing a settlement date of September 13, 2006. The failure to disclose 2715 W. Tuckey Lane, Phoenix, AZ concealed from the lender a \$241,000.00 mortgage obligation. The failure to disclose 2721 W. Tuckey Lane, Phoenix, AZ concealed a \$241,000.00 mortgage obligation from the lender. (This transaction was originated and processed by the Respondent, but it was funded, without a transfer letter, in the name of Delcor Mortgage, Inc.)

The mortgage file for transaction three (3) contained a Fannie Mae loan application (1003), dated September 20, 2006, which failed to disclose the new mortgage obligation from transactions one (1) and two (2) on the Schedule of Real Estate Owned. Transaction one (1) was closed in the borrower's name and contains a final HUD-1 settlement statement, showing a settlement date of September 14, 2006. The failure to disclose transaction one (1) concealed an additional \$77,000.00 mortgage obligation from the lender. Transaction two (2) was closed in the borrower's name and contains a final HUD-1 settlement statement, showing a settlement date of September 13, 2006. The failure to disclose transaction two (2) concealed from the lender an additional \$77,000.00 mortgage obligation.

The mortgage file for transaction four (4) contained a Fannie Mae loan application (1003), dated September 20, 2006, which failed to disclose the new mortgage obligations from transactions one (1) and two (2) on the Schedule of Real Estate Owned. Transaction one (1) was closed in the borrower's name and contains a final HUD-1 settlement statement, showing a settlement date of September 14, 2006. The failure to disclose transaction one (1) concealed

from the lender an additional \$77,000.00 mortgage obligation. Transaction two (2) was closed in the borrower's name and contains a final HUD-1 settlement statement, showing a settlement date of September 13, 2006. The failure to disclose transaction two (2) concealed from the lender an additional \$77,000.00 mortgage obligation; and

- vii. The Respondent originated and negotiated an owner occupied mortgage loan transaction on a property located at 323 N. Laurel Avenue, Phoenix, AZ for a borrower. One loan was originated. The borrower is a self-employed flooring installer. The initial loan documents from the borrower included copies of 1040 tax returns from 2004, 2005 and 2006. No documentation was provided for 2007 income. A thirty six (36) month average income from these 1040's was \$1,015.00 per month. A twenty four (24) month average of the most recent 2 years was \$1,111.00 per month. The Respondent used an income of \$3,250.00 per month to qualify the borrower for a stated income, adjustable rate mortgage with a two (2) year prepayment penalty. The Respondent was compensated \$4,796.25 at the funding of this loan. The Respondent has misrepresented this borrower's income. Additionally, prior to imaging the closed loan file for storage the Respondent removed and did not include the three (3) years of 1040s, along with other documents, from its file;
- n. Brent Perkins ("Mr. Perkins"), Respondent's Responsible Individual, failed to be in active management of Respondents' activities as governed by Arizona Revised Statutes Title 6, Chapter 9, Article 1, specifically:
 - i. Mr. Perkins is not knowledgeable about the Respondent's Arizona activities and has not supervised compliance with Arizona statutes and rules as evidenced by the following:

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- 1. Respondent conducted mortgage broker business at unlicensed branch offices, where photocopies of the corporate license were used;
- 2. Respondent transferred or assigned their mortgage broker license, resulting in autonomous branch offices;
- 3. Compensation has been paid to unlicensed, independent contractors;
- 4. Failure to assume all responsibilities, for instance, employee-owned companies are reimbursed expenses that should have been paid by Respondent directly to the vendors;
- Respondent has originated and closed fourteen (14) loans that contain misrepresentations and/or conceal material facts;
- 6. Numerous loans were originated prior to licensing; and
- 7. Accurate loan and employee records have not been maintained properly, and some document have been destroyed; and
- o. Failed to maintain and retain all mortgage loan documents, specifically:
 - The Respondent has not maintained nor retained all mortgage loan documents.
 The Respondent has imaged selected documents and destroyed the remaining portions of the transaction;
 - On April 3, 2007 the Respondent was requested to stop imaging files and to retain all future closed loans;
 - iii. On April 20, 2007, the Respondent signed a letter of assurance regarding the records retention and was granted approval to maintain records via computer or mechanical record keeping systems; and
 - iv. At the exit interview for this examination, a copy of a file, already in the possession of the Department, was requested from the Respondent, to verify

the completeness of the Respondent's corrected imaging practice. The file was found to be missing the following documents, which were present in the initially received copy package or had been altered:

- 1. Initial Truth in Lending disclosure (signed and dated May 4, 2007);
- 2. Three (3) years of 1040 tax returns (2004, 2005 & 2006); and
- 3. The Servicing Disclosure Statement was signed May 4, 2007, but blank in the initial file. In the imaged file copy or second copy package, the disclosure was completed by hand, giving the appearance of a correctly completed form.

CONCLUSIONS OF LAW

- 1. Pursuant to A.R.S. §§ 6-901, et seq., the Superintendent has the authority and duty to regulate all persons engaged in the mortgage broker business and with the enforcement of statutes, rules, and regulations relating to mortgage brokers.
 - 2. By the conduct set forth in the Findings of Fact, Respondent violated the following:
 - a. A.R.S. §§ 6-903(A) and 6-901(6) by acting as a mortgage broker while not licensed, and A.R.S. § 6-904(F) by failing to obtain a branch office license;
 - b. A.R.S. § 6-903(O) by transferring or assigning its mortgage broker license;
 - c. A.R.S. §§ 6-903(M) and 6-906(D) by failing to use its name and license number, as issued on its principal place of business license, within the text of all regulated advertising or business solicitations;
 - d. A.R.S. § 6-903(N) and A.A.C. R20-4-102 by failing to conduct the minimum elements of reasonable employee investigations before hiring employees;
 - e. A.R.S. § 6-909(B) and A.A.C. R20-4-102 by contracting with or paying compensation to unlicensed, independent contractors;
 - f. A.R.S. § 6-906(A) and A.A.C. R20-4-917(B) by failing to maintain correct and

complete records at Respondent's p	orincipal	place of	business
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- g. A.A.C. R20-4-917(C) by failing to adequately reconcile and update their records on a monthly basis;
- h. A.A.C. R20-4-917(B)(1) by failing to maintain a complete loan application list;
- i. A.R.S. § 6-906(A) and A.A.C. R20-4-917(B)(6) by failing to maintain correct and complete originals or copies of loan transactions;
- j. A.R.S. § 6-906(C) by failing to use a statutorily correct written fee agreement, signed by all parties, when accepting advance fees and/or documents in connection with mortgage loan applications;
- k. A.R.S. § 6-909(A) and A.A.C. R20-4-921 by allowing borrowers to sign regulated documents containing blank spaces;
- A.R.S. § 6-906(D) and A.A.C. R20-4-917(B)(6)(e) by failing to comply with the disclosure requirements of Title I of the Consumer Credit Protection Act (15 U.S.C. §§ 1601 through 1666j), the Real Estate Settlement Procedures Act (12 U.S.C. §§ 2601 through 2617), and the regulations promulgated under these acts;
- m. A.R.S. § 6-909(L) by misrepresenting or concealing an essential or material fact in the course of the mortgage broker business and A.R.S. § 6-909(N) by engaging in illegal or improper business practices;
- n. A.R.S. § 6-903(E) and A.A.C. R20-4-102 by failing to ensure that the responsible individual maintains a position of active management; and
- o. A.A.C. R20-4-917(D) by failing to maintain and retain all mortgage loan documents.
- 3. The violations of applicable laws, set forth above, constitute grounds to suspend or revoke Respondent's mortgage broker license, number MB 0908484, pursuant to A.R.S. § 6-905(A).
- 4. Respondent misrepresented or concealed an essential or material fact in the course of the mortgage broker business by concealing material facts and making misrepresentations to lenders regarding several borrowers, thereby engaging in illegal or improper business practices, which are

CONSENT TO ENTRY OF ORDER

- 1. Respondent acknowledges that it has been served with a copy of the foregoing Findings of Fact, Conclusions of Law, and Order in the above-referenced matter, has read the same, is aware of its right to an administrative hearing in this matter, and has waived the same.
- 2. Respondent admits the jurisdiction of the Superintendent and consents to the entry of the foregoing Findings of Fact, Conclusions of Law, and Order.
- 3. Respondent states that no promise of any kind or nature has been made to induce it to consent to the entry of this Order, and that it has done so voluntarily.
- 4. Respondent acknowledges that the acceptance of this Agreement by the Superintendent is solely to settle this matter and does not preclude this Department, any other agency or officer of this state or subdivision thereof from instituting other proceedings as may be appropriate now or in the future.
- 5. Michael D. Robson, on behalf of D&R Financial Group, LLC and himself, represents that he is the Managing Member, and that, as such, has been authorized by D&R Financial Group, LLC to consent to the entry of this Order on its behalf.
- Respondent waives all rights to seek judicial review or otherwise to challenge or contest the validity of this Consent Order.

DATED this _	16th_d	lay of	september	<u></u>	, 2008.	
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Michael D. Robson, Managing Member D&R Financial Group, LLC

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1	ORIGINAL of the foregoing filed this 18 office of
2	day of <u>september</u> , 2008, in the office of
3	Felecia A. Rotellini Superintendent of Financial Institutions
4	Arizona Department of Financial Institutions ATTN: Susan Longo
5	2910 N. 44th Street, Suite 310 Phoenix, AZ 85018
6	COPY mailed/delivered same date to:
7	Hon. Thomas Shedden
_	Administrative Law Judge
8	Office of the Administrative Hearings
9	1400 West Washington, Suite 101
_	Phoenix, AZ 85007
10	Erin O. Gallagher
11	Assistant Attorney General
	Office of the Attorney General 1275 West Washington
12	Phoenix, AZ 85007
13	Robert D. Charlton, Assistant Superintendent
14	Brian Naig, Senior Examiner Arizona Department of Financial Institutions
	2910 N. 44th Street, Suite 310
15	Phoenix, AZ, 85018
16	AND COPY MAILED SAME DATE by
17	Certified Mail, Return Receipt Requested, to:
18	Paul Roshka, Esq.
	James Maguire, Esq.
19	One Arizona Center 400 E. Van Buren Street, Suite 800
20	Phoenix, AZ 85004
20	Attorneys for Respondents
21	duma Longo
22	264287; PHX-AGN-2008-0155
23	