

**MEMO #2013-5**

TO: Distribution  
RE: Kelly Raymond

DATE: March 27, 2013  
EFFECTIVE DATE: March 27, 2013

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We are pleased to announce the addition of Kelly Raymond to our Correspondent Lending Team! Kelly's position within the division is *Sales Support Manager*.

**Kelly's primary responsibilities will consist of the following:**

- Managing internal relationships between Operations and Sales
- Training New and Existing Correspondent Clients, including In-Field training
- Manage Client Welcome Calls and Introductions for all new Sellers
- Assist Operations and Sellers with Conventional Underwriting questions

During the past year here at CMG, Kelly has spent most of her time training new underwriters in Wholesale and Retail on CMG processes and procedures. Kelly worked on auditing the underwriters for Delegation status and additional one-on-one training when needed. Kelly has worked directly with the National Underwriting Manager of CMG in all aspects of the underwriting channel along with managing underwriters as well.

Prior to Kelly's training and auditing role, she worked as a conventional Underwriter and as an underwriter on CMG's exclusive, All in One loan. Kelly has been in the mortgage industry over 25 years. In addition to Kelly's extensive Underwriting background, she has spent over 20 years working within the wholesale arm of the industry as a Supervising Processor of retail processing departments.

We are very excited to have Kelly join the team! She will be a wonderful asset to Correspondent Lending. Kelly will be working out of our San Diego location and commuting to San Ramon as needed. Kelly Raymond can be reached at [kraymond@cmgfi.com](mailto:kraymond@cmgfi.com) or (858)529-2329.

Ronald M. Harrison  
Director of Correspondent Lending

***Please contact your Correspondent Regional Manager or  
your Correspondent Liaison with any questions.***

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