(#154) Dear Management:

September 27, 2019

What do you do with those Loan officers caught in "limbo" between employment at their new and former employer?  
  
You all know what I'm talking about... the sales force that has switched companies, but can't originate until their license kicks in with your company.  Their pipeline will close out at the old company, but how do they get momentum in the new company (YOUR company)?  
  
Obviously they can't originate until they are properly licensed...  
  
BUT can they be paid for "marketing campaigns" of themselves and their new company?  
  
Can they be paid for "leads" their efforts bring in? Just like many companies compensate their marketing department staff (at the company and "higher" producer levels).  
  
I've seen many companies get caught with LO comp issues in this "limbo" zone...  
  
Is this a way out? Does this spark another idea that will?  
  
That's for you and your compliance guru to work through.  
  
Always think forward peeps!  
  
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