(Mr. Tenkey #525)

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Dear Management: So, you're going into a new state! Yeah! Getting all that new production! Yeah!  
  
But, have you thought BEYOND that beautiful new volume?  
  
You know, the stuff you don't want to hear about... UNTIL it's too late.  
  
Like the licensing and regulation ropes that you should be prepared for...  
  
So that your company is able to skip skillfully under and over them, and NOT... get tripped up and tangled.  
  
Yes, BEFORE you get slapped on the hand (or worse) by that new state... you just sauntered into.  
  
Be prepared for:  
  
-possible changes to your disclosure and funding requirements.  
-possible additional LO education requirements.  
-possible additional licensing needs for such product lines as reverse mortgages, brokered loans, etc.  
-possible city and county level licensing needs.  
-possible wage and hour changes.  
-possible updating of your website and marketing materials, with that new state's requirements now in mind.  
  
And the list goes on... but I think you get my point.  
  
Getting licensed in a new state, DOES NOT mean you can just continue doing business as usual.  
  
But you CAN prepare yourself to continue doing business... by just adjusting to what the new state "determines" as THEIR usual.  
  
(More blog posts or find my book @ www.mrtenkey.com)