

AIME Launches New Initiatives Bringing Diversity Into the Wholesale Channel

Programs Seek to Inspire Mortgage Professionals To Join Wholesale Channel From Retail

PHILADELPHIA, April 20, 2021 – The Association of Independent Mortgage Experts (AIME), a non-profit, national trade membership association created exclusively for independent mortgage brokers, announced its first class of trainees for the [Ignite Mortgage Career Training Program](#) and the inaugural class of recipients for the [Spark Small Business Grant](#) aimed at recruiting a new generation of qualified and diverse professionals from retail to become independent mortgage brokerage owners and trained support staff in the wholesale channel.

The programs were announced in late September with the Spark program's initial focus on transitioning experienced originators from retail to support their entrepreneurial goals as Broker Owners in the wholesale channel. The Ignite program focuses on growing awareness of the employment opportunities available in the wholesale channel within underserved populations outside of the mortgage industry including military families, minority communities, and women. The driving force behind these programs is to help create new paths through focused funding and innovative training for previous retail professionals to enter the broker channel and build successful careers from the ground up with funding support provided by United Wholesale Mortgage, Home Point Financial, EPM, REMN Wholesale, and PRMG.

“The inaugural class of Spark and Ignite recipients truly earned their positions in each program based on the unparalleled potential to reframe the conversation about what a successful Broker Owner, Loan Originator, Loan Originator Assistant or Loan Processor looks like,” says Katie

Sweeney, CEO of AIME. “The willingness each applicant displayed throughout the rigorous selection process in sharing their personal and professional story was truly inspiring and I know this group is ready to make significant contributions to the mortgage industry on day one.”

Interest in the Spark and Ignite programs was robust with hundreds applications submitted between both programs put together. Ultimately, 73 applicants received grants through the Spark program with recipients receiving funding for aspiring entrepreneurs from the retail channel seeking to start their own wholesale mortgage business. The first class of Ignite trainees includes 92 highly motivated professionals ready to drastically shape the future of the wholesale channel in positions such as loan originator, loan originator assistant, and processor.

“Through more diverse representation in the channel, brokers will continue to be positioned as the best option for potential homeowners and introduce new perspectives into the channel that reflect the country we live in,” says Candace Morris, Spark Program Manager at AIME. “AIME could not be more excited to welcome a new generation of leaders into the wholesale mortgage industry.”

For the past three years, AIME has served as a true advocate for independent mortgage brokers and sought to champion members of the wholesale channel from a broad diversity of backgrounds. The Spark and Ignite programs further speak to AIME’s vision to grow a supportive community that empowers aspiring wholesale mortgage professionals to ensure brokers are able to tackle consumer’s mortgage needs with the highest level of service and expertise.

About Association of Independent Mortgage Experts

The Association of Independent Mortgage Experts (AIME) is a non-profit, national trade membership association created exclusively for independent mortgage brokers. With over



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40,000 members, AIME is committed to fostering an inclusive environment to support and protect independent mortgage brokers across the country to grow the wholesale mortgage channel. AIME's vision is to contribute to the overall growth of broker market share to above 25% in 2021 and beyond.

For additional information regarding the benefits associated with an AIME membership visit www.AIMEGroup.com.

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