

# Hybrid Originator Program

Through our **Hybrid Originator Program (HOP)**, Liberty Reverse Mortgage (Liberty) provides Liberty Principal Agent/Hybrid partners the ability to source reverse mortgages through affiliated banks and credit unions without the financial institution having to be deeply involved in the origination, underwriting, processing, closing, and funding process. This program enables Liberty partners to pay a consultation fee to their bank and credit union partners giving the financial institution a greater incentive to generate more volume. A few of the benefits of this program are:



## **VALUABLE PARTNERSHIPS**

Partner with banks and credit unions to offer reverse mortgages



## **INCREASED VALUE**

Increase value proposition to banks and credit unions in the form of revenue for origination efforts



## **ADDED MARKET SHARE**

Offer increased bank and credit union reverse mortgage penetration and volume by providing compensation for origination

## **Participation Requirements**

- Approved Liberty Principal Agent/Hybrid Partner
- Company and originators trained and active on the Liberty PORTAL
- Affiliated bank or credit union must complete several items as specified in Liberty contract addendum
- Submit the loan using the Liberty PORTAL
- Sell the resulting reverse mortgage loan

## **How to Get Started**

- Become an approved Liberty Principal Agent/Hybrid partner
- Authorized signer executes and delivers HOP purchase and sale contract addendum
- Confirm company and originators are set up and trained on the Liberty PORTAL
- Solicit banks and credit unions
- Develop agreement between partner and prospective banks and credit unions

## **To learn more, contact:**

**866.871.1353**

[LenderSupport@LibertyReverse.com](mailto:LenderSupport@LibertyReverse.com)

[LibertyReverse.com/Partner](https://LibertyReverse.com/Partner)

## Why Partner with Liberty?

Founded in 2003, Liberty Reverse Mortgage (Liberty) is one of the most experienced national reverse mortgage lenders in the U.S. Trust our team to help you grow your reverse mortgage business. When you work with us, we promise to deliver:



### EXCEPTIONAL SERVICE

A reliable partner through the entire process



### KNOWLEDGE TO SUCCEED

Our training is designed to help you succeed



### NEW WAYS TO GROW

Free marketing tools to help you generate leads



### INNOVATIVE TECHNOLOGY

Innovative & easy technology at your fingertips

FOR PRODUCER/AGENT USE ONLY. NOT TO BE REPRODUCED OR SHOWN TO THE PUBLIC.

This material is not provided by, nor was it approved by the Department of Housing & Urban Development (HUD) or by the Federal Housing Administration (FHA).

© PHH Mortgage Corporation, DBA Liberty Reverse Mortgage, 2000 Midlantic Drive, Suite 410-A, Mt. Laurel, NJ 08054; NMLS ID # 2726 ([www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org)); 800-446-0964; Arizona Residential Mortgage Licensee 0903164; Licensed by the Department of Business Oversight under the California Residential Mortgage Lending Act #4130046; Colorado Mortgage Company Registration - PHH Mortgage Corporation as Responsible Party; Georgia Residential Mortgage Licensee #6266; Ohio Certificate of Registration MB804016.000; Massachusetts Mortgage Lender License #ML2726; Licensed by the N.J. Department of Banking and Insurance; Licensed Mortgage Banker - NYS Department of Financial Services; Rhode Island Licensed Lender. Equal Housing Lender. | LRM-W-111819-B | Rev. 11/22/22

