TO ALL LICENSEES AND REGISTRANTS UNDER THE MORTGAGE BROKERS,
LENDERS, AND SERVICERS LICENSING ACT (MBLSLA), THE CONSUMER
FINANCIAL SERVICES ACT (CFSA), AND THE SECONDARY MORTGAGE LOAN ACT
(SMLA)

The Michigan Office of Financial and Insurance Services (“OFIS”) has learned that some
mortgage brokers are contacting current customers of mortgage lenders by direct mail
solicitation. These solicitations use names of mortgage lenders in such a way that consumers
believe it was sent to them by their lender. Many consumers also believe, based on these
solicitations, that their private financial information has been shared with another entity. Please
be advised that OFIS strongly disapproves of this practice and considers it a violation of Section
22a of the MBLSLA, MCL 445.1672a, Section 26 of the SMLA, MCL 493.76, and Section 9 of
the CFSA, MCL 487.2059 subject to administrative action. Lenders and brokers of every kind
are responsible for their advertising and OFIS will not tolerate any advertisements, including
direct mail solicitation and telemarketing calls that tend to, directly or indirectly, mislead or
deceive consumers. OFIS will aggressively pursue violators of these statutes and seek the
harshest penalties allowed by law, up to, and including, administrative orders prohibiting any
violator from being employed by, an agent of, or control person of a licensee or registrant under
this act or a licensee or registrant under a financial licensing act and prosecution under a criminal
act, as appropriate.

OFIS does not object to truthful advertisements that are neither deceptive nor misleading.
Competition is an essential and encouraged element of Michigan’s mortgage loan business. However, deceptive or misleading advertising will not be tolerated. If you have any questions on
this topic, please contact the Conduct Review and Securities Division at (877) 999-6442.

Sincerely,

Linda A. Watters, Commissioner
Office of Financial and Insurance Services