



SHANNON M. SULLIVAN
Associate

 202.728.4461

 sullivan@thewbfirm.com

Shannon focuses on state and federal regulatory compliance matters related to the financial services industry. She advises mortgage companies, financial institutions, and secondary market investors on federal and state law in the areas of mortgage banking, real estate finance, and consumer finance, including RESPA, TILA and FHA requirements. She regularly advises clients on state and federal licensing and approval requirements, and performs due diligence reviews in connection with mergers and acquisitions of financial institutions. Shannon also prepares multi-state surveys pertaining to mortgage lending, purchasing, brokering, and servicing.

PRACTICE AREAS

- Licensing and Approvals
- Regulatory Compliance
 - Federal Regulatory Compliance
 - State Regulatory Compliance
- Transactional and Corporate

EDUCATION

- Boston College Law School, J.D., *cum laude*, 2013
- Boston College, B.A., 2008

ADMISSIONS

- District of Columbia
- Massachusetts

REPRESENTATIVE MATTERS

- Conduct multi-state surveys of state licensing requirements and exemptions for purchasing mortgage loans, servicing mortgage loans, and holding mortgage servicing rights (MSRs)
- Advise business purpose and commercial mortgage lenders on compliance with applicable state licensing and regulatory requirements
- Conduct regulatory due diligence reviews in connection with transactions and private equity acquisitions, and advise and assist clients with structuring and obtaining the regulatory approvals required to close these transactions
- Advise and assist clients in obtaining mortgage lender, broker, and servicer, and collection

- agency licenses and approvals
- Advise and assist clients in structuring and creating marketing services and co-marketing arrangements with third-party service providers, including review of underlying marketing materials
 - Assist clients with obtaining approvals with the federal agencies and GSEs, including HUD and Ginnie Mae
 - Advise mortgage lenders on state licensing and compliance considerations related to internal mortgage loan originator (MLO) referral programs
 - Prepare Home Equity Conversion Mortgage (HECM) and proprietary reverse mortgage loan documents and disclosures for compliance with state and federal requirements

PUBLICATIONS

- Chapter contributor, *Real Estate and Mortgage Banking: A New Era of Regulatory Reform* (Thomson Reuters 2017-2018)