

Lisa M. Lanham

Senior Associate

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Lisa Lanham handles complex financial services matters related to the federal approvals and state licenses needed to engage in business. Her clients include residential and commercial mortgage lenders, brokers and servicers, loan fulfillment providers, student and consumer loan originators and servicers, and investors that engage in secondary market activities. Lisa also advises FinTech companies on obtaining and maintaining required licenses and approvals.

Lisa leverages her working relationships with key regulators, including the New York State Department of Financial Services, to counsel her clients through obtaining and maintaining licenses and approvals, completing on-site and off-site audits and examinations, explaining sensitive disclosure issues, and reporting changes of ownership, executive management, and qualifying individuals.

As a member of several industry working groups, Lisa has been involved in the development of the NMLS 2.0 system and is proficient in all aspects of the NMLS, including submissions and amendments of company and branch application forms and electronic surety bonds, transitions of state licenses to the NMLS, renewals of state licenses, submissions of mortgage call reports and money services business call reports, and coordination of larger transactions affecting multiple state licenses.

Representative Experience

- Representing and providing strategic counsel on structured finance, securitization, and other secondary market transactions on the applicability of related transaction parties' licenses.
- Representing and providing strategic counsel to parties on licensing concerns related to merger and acquisition transactions.
- Coordinating with regulatory agencies, including the New York State Department of Financial Services, to gain time-sensitive approvals necessary to complete large-scale multistate transactions.
- Providing technical review and support for mortgage call report, money services businesses call report, and state-specific report filing requirements.
- Coordinating with key control persons to assist with the reporting of material licensing changes.
- Responding to client inquiries regarding state, District of Columbia, Guam, Puerto Rico, and U.S. Virgin Island consumer finance laws and applicable federal regulations.
- Assisting clients with registration and compliance issues related to government services agencies (e.g., HUD/FHA, Ginnie Mae, Fannie Mae, Freddie Mac, VA, USDA).
- Representing clients in both adversarial and non-adversarial proceedings before state and federal regulatory agencies, including the Consumer Financial Protection Bureau.

- Analyzing proposed business models within the context of regulatory compliance matters and licensing requirements associated with the buildout and daily operations of national financial services operations, including those that wish to utilize financial technology projects, including blockchain and distributed ledger technology, digital asset trading platforms, sponsors of tokenized platforms, and operators of emerging payments systems.
- Preparing multistate regulatory surveys of regulatory compliance issues for both financial service providers and consumer service providers.
- Assisting with the development of policies, procedures, and strategic initiatives to proactively address regulatory compliance deficiencies.
- Performing examination preparedness reviews of policies and procedures scrutinized in routine and special examinations by state regulators and the Consumer Financial Protection Bureau.
- Reviewing examination requests, documents, and loan files gathered for response and acting as an intermediary during the examination process between the regulatory agent and the client. Negotiating findings with examiners before the examination report is finalized, as well as identifying mutually agreeable remediation actions in lieu of issuance of a formal action.
- Assisting companies with international licensing issues in a changing regulatory environment.

Professional & Community Engagement

- American Association of Residential Mortgage Regulators Industry Advisory Council, designated representative
- State Regulatory Registry Industry Advisory Council
- Conference of State Bank Supervisors, Control and Control Persons Working Group
- American Association of Residential Mortgage Regulators, Foreign Entity Licensing Working Group
- University of Miami School of Law, LawWithoutWalls, guest lecturer and team leader

Education

- University of Miami (J.D., 2012)
- New York University (B.A., 2008)

Admitted to Practice

- New York

Related Services

Financial Services & Products | Consumer Financial Services | Blockchain & Distributed Ledger