

# Cathy Godin

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## **RE: Mortgage Broker Industry Council; Candidate Statement**

Dear RECA Elections Officer, MNP LLP,

I am pleased to submit my candidacy for consideration for the Mortgage Broker Industry Council. With over 20 years of experience in mortgage lending, regulatory compliance, and executive leadership, I believe my professional background, industry expertise, and volunteer contributions demonstrate my suitability for this role.

I began my career as a RECA-licensed Mortgage Agent in Alberta, serving clients from 2006 to 2011. In 2011, I joined Home Trust Company, working in sales and underwriting management before advancing to Director of Mortgage Underwriting, overseeing risk assessment, credit analysis, underwriting procedures, and regulatory compliance. I developed policies ensuring adherence to internal and external requirements while maintaining efficient, client-focused mortgage processes.

Since November 27, 2024, I have served as Chief Operating Officer (COO) and Chief Compliance Officer (CCO) at Morcado Trust Company. I manage company underwriters, lead strategic planning, and ensure compliance with the Alberta Loan and Trust Corporations Act and FINTRAC. I also serve as Director of Near Prime Underwriting at True North Mortgage, the parent company of Morcado Trust. These roles demand a deep understanding of lending regulations, operational leadership, risk management, and compliance across jurisdictions.

As COO, I oversee Morcado Trust's mortgage administrator license with the Financial Services Regulatory Authority (FSRA) in Ontario. This provides a unique vantage point into regulatory requirements of a peer province, broadening my understanding of compliance frameworks and reinforcing my ability to contribute informed perspectives to Alberta's mortgage industry.

When I joined Home Trust Company in 2011, holding a mortgage broker license was not permitted, explaining the gap in licensing from 2011 to 2025. Nevertheless, throughout my career, I have consistently performed responsibilities equivalent to those of a licensed mortgage broker, including:

- Providing mortgage approvals across Canada
- Evaluating borrower creditworthiness and structuring terms within lender risk tolerances
- Ensuring adherence to policies, regulatory standards, and administrative requirements
- Managing relationships with agents, regulators, and stakeholders

My lending experience spans prime lending (insured and uninsured), alternative lending, and private lending. This breadth provides a unique perspective on Alberta's lending landscape and its impact on the day-to-day functions of mortgage associates. It has allowed me to understand

challenges across market segments and develop insights into best practices, risk management, and regulatory compliance from multiple lending perspectives.

Beyond my professional roles, I have contributed to the mortgage industry as a subject matter expert, including the 2023 CREB Forecast Industry Insight Panel and the 2024 Canadian National Association of Real Estate Appraisers Convention in Calgary.

Volunteering has been a meaningful aspect of my career. From 2020 to 2025, I served on the Alberta Mortgage Brokers Association (AMBA) Education Committee for five terms, reviewing and approving content for AMBA's Alberta Mortgage Broker Course, gaining a deep understanding of the competencies required to become a licensed mortgage broker in Alberta.

In summary, my career spans frontline mortgage advising, underwriting, business development, and executive leadership, providing comprehensive exposure to the mortgage lifecycle, regulatory compliance, and operational governance. My professional and volunteer experience demonstrates a longstanding commitment to the integrity, education, and advancement of the mortgage industry, underscoring my suitability for the Industry Council and supporting the requested licensing exemption.

I am genuinely excited about the opportunity to contribute to the Real Estate Council of Alberta, Mortgage Broker Industry Council. It would be an honor if your firm, acting as the Elections Officer for RECA, found my candidacy worthy of consideration. I look forward to bringing my experience, expertise, and commitment to advancing the mortgage industry to this important role.

Kind regards,

A handwritten signature in black ink, appearing to read "Cathy Godin", with a stylized flourish extending to the right.

Cathy Godin

Sept 5<sup>th</sup>, 2025

**Enclosures:**

- Candidate Form – Mortgage Broker Industry Council
- 10 Nominee Endorsement Forms
- Resume highlighting my experience in the mortgage industry