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**STATE OF WASHINGTON  
DEPARTMENT OF FINANCIAL INSTITUTIONS  
DIVISION OF CONSUMER SERVICES**

IN THE MATTER OF DETERMINING  
Whether there has been a violation of the  
Mortgage Broker Practices Act of Washington by:

ELECT GROUP, LLC,  
EMMANUELE D. ZUCCARELLI,  
Managing Member,  
ANTHONY M. FERLANTI,  
Managing Member,  
KRISTEN L. VERDI,  
Managing Member,

Respondents.

NO. C-09-496-10-FO02

FINAL ORDER

ANTHONY M. FERLANTI

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**I. DIRECTOR'S CONSIDERATION**

A. Default. This matter has come before the Director of the Department of Financial Institutions of the State of Washington (Director), through his designee, Consumer Services Division Director Deborah Bortner, pursuant to RCW 34.05.440(1). On February 19, 2010, the Director, through Consumer Services Division Director Deborah Bortner, entered a Statement of Charges and Notice of Intention to Enter an Order to Cease and Desist, Prohibit from Industry, Impose Fine, Order Restitution, and Collect Investigation Fee (Statement of Charges). A copy of the Statement of Charges is attached and incorporated into this order by this reference. The Statement of Charges was accompanied by a cover letter dated February 16, 2010, a Notice of Opportunity to Defend and Opportunity for Hearing, and blank Applications for Adjudicative Hearing for Elect Group, Inc., Emmanuele D. Zuccarelli, Anthony M. Ferlanti, and Kristen L. Verdi. The Department served the Statement of Charges, cover letter dated February 16, 2010, Notice of Opportunity to Defend and Opportunity for Hearing, and blank Applications for Adjudicative Hearing for Elect Group, Inc., Emmanuele D. Zuccarelli, Anthony M. Ferlanti, and Kristen L. Verdi on Respondents on

1 February 19, 2010, by First-Class mail and by certified mail. On February 23, 2010, the documents  
2 sent to Respondent Zuccarelli via certified mail were delivered and signed for by "E. Zuccarelli." On  
3 February 23, 2010, the documents sent to Respondent Verdi via certified mail were delivered and  
4 signed for by Kristen Verdi. The documents sent to Respondent Ferlanti via certified mail were  
5 returned by the United States Postal Service as unclaimed. The documents sent to all Respondents via  
6 First-Class mail were not returned to the Department by the United States Postal Service as  
7 undeliverable.

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9 On April 23, 2010, the Department served the Statement of Charges, cover letter dated  
10 February 16, 2010, Notice of Opportunity to Defend and Opportunity for Hearing, and blank  
11 Applications for Adjudicative Hearing for Elect Group, Inc., Emmanuele D. Zuccarelli, Anthony M.  
12 Ferlanti, and Kristen L. Verdi on Respondent Ferlanti by Federal Express Overnight Delivery (FedEx).  
13 On April 26, 2010, the documents sent to Respondent Ferlanti by FedEx were delivered and signed for  
14 by "A. Ferlanti."<sup>1</sup>

15 Respondent Ferlanti did not request an adjudicative hearing within 20 calendar days after the  
16 Department served the Managing Members with the Notice of Opportunity to Defend and Opportunity  
17 for Hearing, as provided for in WAC 208-08-050(2).

18 B. Record Presented. The record presented to the Director's designee for her review and  
19 for entry of a final decision included the Statement of Charges, cover letter dated February 16, 2010,  
20 Notice of Opportunity to Defend and Opportunity for Hearing, and blank Applications for Adjudicative  
21 Hearing for Elect Group, Inc., Emmanuele D. Zuccarelli, Anthony M. Ferlanti, and Kristen L. Verdi, with  
22 documentation of service.  
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<sup>1</sup> The FedEx report indicates the documents were signed by "J. Ferlantia," but a review of the signature shows it to be "A. Ferlanti."

1 C. Factual Findings and Grounds For Order. Pursuant to RCW 34.05.440(1), the  
2 Director's designee hereby adopts the Statement of Charges, which is attached hereto.

3 II. FINAL ORDER

4 Based upon the foregoing, and the Director's designee having considered the record and  
5 being otherwise fully advised, NOW, THEREFORE:

6 A. IT IS HEREBY ORDERED, that:

- 7 1. Respondent Anthony M. Ferlanti shall immediately cease and desist from engaging in  
8 the business of a mortgage broker for residents or property located in Washington;
- 9 2. Respondent Anthony M. Ferlanti is prohibited from participation in the conduct of the  
10 affairs of any mortgage broker subject to licensure by the Director, in any manner, for  
11 a period of five years from the date of this Final Order;
- 12 3. Respondent Anthony M. Ferlanti shall pay a fine of \$45,000 jointly and severally with  
13 Respondents Emmanuele D. Zuccarelli and Elect Group, LLC;
- 14 4. Respondent Anthony M. Ferlanti shall pay restitution to the following borrowers  
15 injured by Respondent Anthony M. Ferlanti's unlicensed activity jointly and severally  
16 with Respondents Emmanuele D. Zuccarelli and Elect Group, LLC:
- 17 a. Borrower B.S. \$1,000
  - 18 b. Borrowers P.K. and T.K. \$2,834;
- 19 5. Respondent Anthony M. Ferlanti shall pay an investigation fee of \$528 jointly and  
20 severally with Respondents Emmanuele D. Zuccarelli and Elect Group, LLC; and
- 21 6. Respondent Anthony M. Ferlanti shall maintain records in compliance with the Act  
22 and provide the Department with the location of the books, records, and other  
23 information relating to Respondent Anthony M. Ferlanti's mortgage broker business,  
24 and the name, address, and telephone number of the individual responsible for  
25 maintenance of such records in compliance with the Act.

22 B. Reconsideration. Pursuant to RCW 34.05.470, Respondent Ferlanti has the right to  
23 file a Petition for Reconsideration stating the specific grounds upon which relief is requested. The  
24 Petition must be filed in the Office of the Director of the Department of Financial Institutions by courier  
25 at 150 Israel Road SW, Tumwater, Washington 98501, or by U.S. Mail at P.O. Box 41200, Olympia,

1 Washington 98504-1200, within ten days of service of the Final Order upon Respondent Ferlanti. The  
2 Petition for Reconsideration shall not stay the effectiveness of this order nor is a Petition for  
3 Reconsideration a prerequisite for seeking judicial review in this matter.

4 A timely Petition for Reconsideration is deemed denied if, within 20 days from the date the  
5 petition is filed, the agency does not (a) dispose of the petition or (b) serve the parties with a written  
6 notice specifying the date by which it will act on a petition.

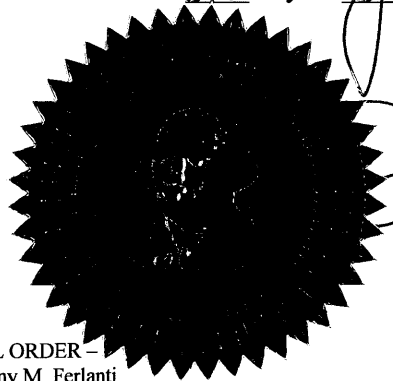
7 C. Stay of Order. The Director's designee has determined not to consider a Petition  
8 to Stay the effectiveness of this order. Any such requests should be made in connection with a Petition  
9 for Judicial Review made under chapter 34.05 RCW and RCW 34.05.550.

10 D. Judicial Review. Respondent Ferlanti has the right to petition the superior court for  
11 judicial review of this agency action under the provisions of chapter 34.05 RCW. For the requirements  
12 for filing a Petition for Judicial Review, see RCW 34.05.510 and sections following.

13 E. Non-compliance with Order. If you do not comply with the financial terms of this order  
14 within 30 days of service, the Department may seek its enforcement by the Office of Attorney General to  
15 include the collection of the fines, fees, and restitution imposed herein.

16 F. Service. For purposes of filing a Petition for Reconsideration or a Petition for  
17 Judicial Review, service is effective upon deposit of this order in the U.S. mail, declaration of service  
18 attached hereto.

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21 DATED this 29th day of June, 2010.



22 STATE OF WASHINGTON  
23 DEPARTMENT OF FINANCIAL INSTITUTIONS  
24 Deborah Bortner  
25 DEBORAH BORTNER  
DIRECTOR  
DIVISION OF CONSUMER SERVICES

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**STATE OF WASHINGTON  
DEPARTMENT OF FINANCIAL INSTITUTIONS  
DIVISION OF CONSUMER SERVICES**

IN THE MATTER OF DETERMINING  
Whether there has been a violation of the  
Mortgage Broker Practices Act of Washington by:

NO. C-09-496-10-SC01

ELECT GROUP, LLC,  
EMMANUELE D. ZUCCARELLI,  
Managing Member,  
ANTHONY M. FERLANTI,  
Managing Member,  
KRISTEN L. VERDI,  
Managing Member,

STATEMENT OF CHARGES and  
NOTICE OF INTENTION TO ENTER  
AN ORDER TO CEASE AND DESIST, PROHIBIT  
FROM INDUSTRY, IMPOSE FINE, ORDER  
RESTITUTION, AND COLLECT  
INVESTIGATION FEE

Respondents.

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**INTRODUCTION**

Pursuant to RCW 19.146.220 and RCW 19.146.223, the Director of the Department of Financial Institutions of the State of Washington (Director) is responsible for the administration of chapter 19.146 RCW, the Mortgage Broker Practices Act (Act)<sup>1</sup>. After having conducted an investigation pursuant to RCW 19.146.235, and based upon the facts available as of the date of this Statement of Charges, the Director, through his designee, Division of Consumer Services Director Deborah Bortner, institutes this proceeding and finds as follows:

**I. FACTUAL ALLEGATIONS**

**1.1 Respondents.**

A. **Elect Group, LLC (Elect Group)** is a Florida Corporation with a registered principal place of business at 500 Fairway Drive, Suite 205, Deerfield Beach, Florida. Respondent Elect Group has never been licensed by the Department to conduct business as a mortgage broker.

B. **Emmanuele D. Zuccarelli (Zuccarelli)** is known to be a Managing Member of Respondent Elect Group and was a Managing Member at all times relevant to this Statement of Charges. Respondent Zuccarelli has never been licensed by the Department to conduct business as a mortgage broker.

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<sup>1</sup> RCW 19.146 et seq.

1 C. **Anthony M. Ferlanti (Ferlanti)** is known to be a managing member of Respondent Elect  
2 Group and was a Managing Member at all times relevant to this Statement of Charges. Respondent Ferlanti  
3 has never been licensed by the Department to conduct business as a mortgage broker.

4 D. **Kristen L. Verdi (Verdi)** is known to be a former Managing Member of Respondent Elect  
5 Group and was a Managing Member at all times relevant to this Statement of Charges. Respondent Verdi has  
6 never been licensed by the Department to conduct business as a mortgage broker.

7 **1.2 Unlicensed Activity.**

8 A. On or about December 30, 2008, Respondents entered in to an agreement to provide loan  
9 modification services to borrower B.S. for a residential mortgage loan on property located in Washington.  
10 Respondents received \$1,000 for these services.

11 B. On or about November 19, 2008, Respondents entered into an agreement to provide loan  
12 modification services to borrowers P.K. and T.K. for a residential mortgage loan on property located in  
13 Washington. Respondents received \$2,834 for these services.

14 **1.3 Prohibited Practices.** Respondents' web site, [www.electgroup.org](http://www.electgroup.org), advertised that Respondents did  
15 not do business only in the following states: Florida, California, Colorado, Illinois, Indiana, Maryland,  
16 Missouri, Mississippi, New York, Ohio, Massachusetts, New Hampshire, and North Carolina; implying that  
17 Respondents were lawfully able to do business in Washington. Respondents, however, have never been  
18 licensed to do business in Washington.

19 **1.4 On-Going Investigation.** The Department's investigation into the alleged violations of the Act by  
20 Respondents continues to date.

21 **II. GROUNDS FOR ENTRY OF ORDER**

22 **2.1 Requirement to Obtain a Mortgage Broker License.** Based on the Factual Allegations set forth in  
23 Section I above, Respondents are in apparent violation of RCW 19.146.200 for engaging in the business of a  
24 mortgage broker for Washington residents or property without first obtaining a license to do so.

1 **2.2 Requirement to Ensure that Advertising is Accurate and Reliable.** Based on the Factual  
2 Allegations set forth in Section I above, Respondents are in apparent violation of RCW 19.146.0201(2) and (3)  
3 and WAC 208-660-440(1) for engaging in an unfair and deceptive practice by falsely advertising that  
4 Respondent could lawfully do business in Washington, and for obtaining property through this  
5 misrepresentation.

### 6 **III. AUTHORITY TO IMPOSE SANCTIONS**

7 **3.1 Definition of a Mortgage Broker.** Pursuant to RCW 19.146.010(14), "Mortgage broker" means any  
8 person who for compensation or gain, or in the expectation of compensation or gain (a) assists a person in  
9 obtaining or applying to obtain a residential mortgage loan or (b) holds himself or herself out as being able to  
10 assist a person in obtaining or applying to obtain a residential mortgage loan. Pursuant to WAC 208-660-006,  
11 assisting a person in obtaining or applying to obtain a residential mortgage loan includes assisting a person with  
12 a loan modification.

13 **3.2 Authority to Issue Order to Cease and Desist.** Pursuant to RCW 19.146.220(4), the director may  
14 issue orders directing a licensee, its employee, loan originator, independent contractor, agent, or other person  
15 subject to this chapter to cease and desist from conducting business.

16 **3.3 Authority to Prohibit from the Industry.** Pursuant to RCW 19.146.220(5)(a), the Director may issue  
17 orders removing from office or prohibiting from participation in the conduct of the affairs of a licensed  
18 mortgage broker, or both, any officer, principal, employee, or loan originator of any licensed mortgage broker  
19 or any person subject to licensing under the Act for any violation of RCW 19.146.0201(8) or RCW 19.146.200.

20 **3.4 Authority to Impose Fine.** Pursuant to RCW 19.146.220(2)(e), the Director may impose a fine for any  
21 violation of the Act.

22 **3.5 Authority to Order Restitution.** Pursuant to RCW 19.146.220(2)(e), the Director may order restitution  
23 for any violation of the Act.

1 **3.6 Authority to Collect Investigation Fee.** Pursuant to RCW 19.146.228(2) and WAC 208-660-550, the  
2 Department may collect the costs of investigation. The investigation charge will be calculated at the rate of \$48 per  
3 hour that each examiner devoted to the investigation.

4 **IV. NOTICE OF INTENTION TO ENTER ORDER**

5 Respondents' violations of the provisions of chapter 19.146 RCW and chapter 208-660 WAC, as set forth  
6 in the above Factual Allegations, Grounds for Entry of Order, and Authority to Impose Sanctions, constitute a basis  
7 for the entry of an Order under RCW 19.146.220, RCW 19.146.221, and RCW 19.146.223. Therefore, it is the  
8 Director's intention to ORDER that:

9 **4.1** Respondents Elect Group, LLC, Emmanuele D. Zuccarelli, Anthony M. Ferlanti, and Kristen L. Verdi  
10 cease and desist from engaging in the business of a mortgage broker for residents or property located in  
Washington;

11 **4.2** Respondents Elect Group, LLC, Emmanuel D. Zuccarelli, Anthony M. Ferlanti, and Kristen L. Verdi be  
12 prohibited from participation in the conduct of the affairs of any mortgage broker subject to licensure by  
the Director, in any manner, for a period of five years;

13 **4.3** Respondents Elect Group, LLC, Emmanuele D. Zuccarelli, Anthony M. Ferlanti, and Kristen L. Verdi  
14 jointly and severally pay a fine which as of the date of these charges totals \$45,000;

15 **4.4** Respondents Elect Group, LLC, Emmanuele D. Zuccarelli, Anthony M. Ferlanti, and Kristen L. Verdi  
16 jointly and severally pay restitution to the following borrowers injured by Respondents' unlicensed  
activity:

- 17 a. Borrower B.S. \$1,000
- 18 b. Borrowers P.K. and T.K. \$2,834

19 **4.5** Respondents Elect Group, LLC, Emmanuele D. Zuccarelli, Anthony M. Ferlanti, and Kristen L. Verdi  
20 jointly and severally pay an investigation fee which as of the date of these charges totals \$528 calculated at  
\$48 per hour for the 11 examiner hours devoted to the investigation; and

21 **4.6** Respondents Elect Group, LLC, Emmanuele D. Zuccarelli, Anthony M. Ferlanti, and Kristen L. Verdi  
22 maintain records in compliance with the Act and provide the Department with the location of the books,  
23 records and other information relating to Respondents' mortgage broker business, and the name, address  
and telephone number of the individual responsible for maintenance of such records in compliance with the  
Act.

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1 **V. AUTHORITY AND PROCEDURE**

2 This Statement of Charges and Notice of Intention to Enter an Order to Cease and Desist, Prohibit from  
3 Industry, Impose Fine, Order Restitution, and Collect Investigation Fee (Statement of Charges) is entered  
4 pursuant to the provisions of RCW 19.146.220, RCW 19.146.221, RCW 19.146.223, and RCW 19.146.230, and  
5 is subject to the provisions of chapter 34.05 RCW (The Administrative Procedure Act). Respondents may make  
6 a written request for a hearing as set forth in the NOTICE OF OPPORTUNITY TO DEFEND AND  
7 OPPORTUNITY FOR HEARING accompanying this Statement of Charges.

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9 Dated this 19<sup>th</sup> day of February, 2010.



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12 DEBORAH BORTNER  
13 Director  
14 Division of Consumer Services  
15 Department of Financial Institutions

16 Presented by:

17 

18 STEVEN C. SHERMAN  
19 Financial Legal Examiner

20 Approved by:

21   
22 JAMES R. BRUSSELBACK  
23 Enforcement Chief