



Become a Certified Tax Lien Professional (CTLP)

What is a Certified Lien Professional (CLP)?

NTLA Certified Lien Professional (CLP) is a certification that validates professional and financial tax lien expertise through rigorous training and an assessment exam.

Objectives:

1. Distinguish individuals who have received sufficient training, tenure and professionalism in the tax lien industry
2. Create standardized training and education for those seeking foundational skills needed to effectively work in the tax lien industry.

Core Competencies:

1. The designee understands basic tax lien mathematics and can calculate lien redemption amounts and investor-portfolio ROI.
2. The designee can determine the appropriate laws and regulations in at least one state and any other applicable tax lien legislation.
3. The designee can identify all the players with their roles and responsibilities of all components of the tax lien life cycle.
4. The designee has a basic core knowledge of real estate and property management.
5. The designee understands the core concepts with tax lien servicing and portfolio management.
6. The designee understands basic due diligence procedures in underwriting a property and a tax lien portfolio.

Requirements

Stage 1: Introduction

Application

Application Fee - \$350

Agree to the Code of Ethics and Antitrust Statement of Compliance

Stage 2: Course Work & Assessment

100 Points and successful completion of step 1 are required to earn the designation.

Experience

3 years validated experience in tax lien industry (5 Points are earned for each year)

Education (Total Points Required 40 Pts)

- NTLA Industry Webinar (5 Points)
- NTLA Preconference workshop (5 Points)
- NTLA Antitrust Classroom Training (10 Points)
- NTLA Antitrust Video Training (5 Points)
- NTLA University (2.5-day program – 25 points)

Participation (Total Points Required 45 Pts)

- Annual Conference Attendance (10 Points)
- Fall Symposium Attendance (10 Points)
- NTLA Member in good standing (10 points)
- Member of a Committee (5 Points per year)
- Develop NTLA Education Programs (5 Points)
- Speak at a NTLA Conference (5 Points)
- Non-NTLA Conference Attendance (3 Points)

Required Case Study or Industry related charity participation

Document that you understand and participate in “good-partner business philosophy”. These short case studies can include experience with restoring blight, offering payment plans, allowing local governments to buy back or swap liens, limiting foreclosure costs, etc.

Industry related charity involvement would include Habitat for Humanity, Homeless Charities, Community clean-ups, etc. Demonstrate an on-going commitment and participation in a good cause.

Assessment

A final assessment is required for all candidates

Final Exam Fee: \$150. A 100-point final exam. Pass/Fail based on a 75% score to pass.

How to become an NTLA Certified Lien Professional

Plan

Choose the right path, based on your goals and passions.

Train

Find the training methods that best fit your learning style and your schedule.

Test

Schedule your exam in advance, and take advantage of promotions.

Discover

Use your new skill sets and credentials for promotion and growth.