Cooley

Sally Gorrin

Special Counsel

sgorrin@cooley.com

+1 202 776 2271

Washington, DC

Financial Services Enforcement and Regulatory
Fintech and Payments
CooleyREG

Sally assists financial services companies in executing their operational and regulatory goals and advises on a range of regulatory, licensing, compliance and transactional matters, including federal and state compliance requirements. Her practice spans a range of financial services clients, including mortgage lenders and servicers, fintech companies, and consumer and commercial lenders. Sally works closely with clients to develop practical, business-oriented solutions to regulatory challenges.

She provides clients with strategic advice for securing federal agency and state licensing approvals, navigating complex regulatory frameworks and maintaining ongoing compliance across multiple jurisdictions. Sally has extensive experience working with state banking departments and federal agencies, including Fannie Mae, Freddie Mac and Ginnie Mae, on licensing, approval and compliance matters. She regularly counsels clients on the requirements and processes associated with government-sponsored enterprise seller/servicer approvals and Ginnie Mae issuer approvals, as well as the ongoing operational and regulatory expectations of these agencies.

Sally also has extensive experience advising state-licensed companies and private equity investors on the regulatory considerations that arise in connection with mergers, acquisitions and other corporate transactions, including change-of-control guidance and strategic structuring advice.

Sally's representative matters include:

- Serving as lead regulatory counsel in connection with establishing standard licensing compliance operations and securing the necessary state and federal approvals for a nationwide mortgage servicer, including Ginnie Mae, Fannie Mae, Freddie Mac and the Federal Housing Administration
- Providing strategic licensing and regulatory guidance in connection with the formation and operation of emerging financial companies, including advising on ownership and corporate structuring considerations
- Serving as lead regulatory counsel to assist a nationwide mortgage company in obtaining necessary state and federal regulatory approvals required as a result of a corporate merger
- Conducting comprehensive analysis advising on the application of current state and federal laws to mortgage institutions, commercial lenders, fintech market entrants, marketplace lenders and other emerging consumer financial products

- Supporting private equity clients with navigating licensing and compliance-related obligations associated with commercial lending activities
- Advising regulated financial institutions on the implications of business and operational changes and the associated regulatory reporting requirements
- Reviewing and obtaining regulatory guidance with respect to the licensing issues associated with the performance of third-party loan fulfillment activities
- Guiding state-licensed companies through the state examination process

Prior to joining Cooley, Sally served on the Homeland Security and Governmental Affairs Committee (HSGAC) at the US Senate. During law school, she served as a summer law clerk to Judge Robert H. Hodges Jr. at the US Court of Federal Claims and interned at the Office of the Solicitor General at the US Department of Justice.

Education

Villanova University School of Law JD, 2013

Elon University BS, Business Administration, 2008

Admissions & Credentials

District of Columbia

Virginia