

Wayne Robert McClean
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Employment:

March 2009-Current

Wendover Consulting Group

Reverse Mortgage Consultant

NAMB Certification: **Certified Mortgage Consultant**

BRE Licensed- Real Estate Agent

NMLS 477982

May2010- January 2012

Wells Fargo Home Mortgage

Reverse Mortgage Consultant

Originated high quality loans which meet WHFM guidelines while providing excellent customer service

Developed relationships with real estate professionals, seniors, advisors and business professionals in the community

Developed knowledge of company products, policies and procedures, and underwriting requirements

Understand real estate appraisals, title reports, and credit reports

Inform prospective and existing customers of WFHM programs, rates, policies, underwriting requirements, and loan procedures.

Managed high desert area key Wells Fargo banks and branches. Wells Fargo exit of reverse mortgage industry is reason for displacement. Salaried employee \$3,000 monthly gross plus Commission.

August 2009- March 2010

MetLife Bank

Reverse Mortgage Consultant

Work with senior customers to match their needs with appropriate loan program that will best achieve their financial goals

Originate customer applications, quote the rate and complete follow-up activities through loan closing

Develop and maintain a high degree of visibility for MLHM in the marketplace

Perform miscellaneous duties as needed and required

Left MetLife for Wells Fargo Advancement Opportunity. Salaried employee \$3,500 monthly gross plus Commission.

July 2007- July2009

TriEmerald Financial Group

Reverse Mortgage Consultant

Supervised Residential Reverse Mortgage Originations, processing, commitments, closings, sales.
Advise clients on HECM programs
Key responsibilities include Reverse Mortgage sales. Focus driven and very patient.
Familiar with all HECM products. Brokered deals to Generation Mortgage, Financial Freedom, Genworth, Urban Financial, MetLife, JB Nutter.
Broke company sales record in November 2009 with 9 Hecm Fundings and 5 forward mortgages with very little marketing to back me. Salaried employee \$2,400 monthly plus Commission.

December 2006- June 2008

PlayNTrade Video Games

Director of Franchise Development

Preapproved potential franchises for final franchisee approval.

Responsible for Franchise Sales in United States, Canada, Guam, and Puerto Rico. Sales Team Expanded store units from 30 open in 2006 to currently 160 Stores open and over 500 sold. Salaried employee \$4,000 Gross monthly plus Commission.

January 2006-November 2007 BurnLounge

Inc.

Celebrity Support Specialist. Managed celebrity accounts.

* Consulted celebrities on the current market trends with music and movie downloads.

*Coordinated Retailer events.

Contact (Bernie Rivera) 949-636-4730

Salaried employee \$2,000 monthly gross No commission.

January 2003-December 2005 iFreedom Communications

Technical Support Manager

Managed over 75 employees thruout the world. Lead tester of all Voip products. Expanded knowledge of servers and routers.

Contact (Seth Ringenneberg) 949-887-5865

Salaried employee \$3,500 monthly gross plus Commission.

February 2001- November 2002 Downey Savings and Loan

Reverse Mortgage Specialist

Key responsibilities included Reverse Mortgage originations. In charge of brokering loans to Financial Freedom. Company at the time was focused on Option ARM. I proposed we originate Reverse Mortgages and set up division in Newport Beach, CA.

Contact: Maurice McCallister

Founder and CEO at the time.

Salaried employee \$2,000 monthly gross plus Commission.

January 1999- December 2001 Serfas Incorporated Western sales manager.

*Key responsibilities included providing leadership in establishing, planning, priority setting, and communicating strategic direction of initiatives and brand development with customer base for annual and ongoing business plan.

*Developed and improved forecasting process which resulted in an incremental 10% volume to the fourth quarter business plan.

Mountain Bike Race Team Manager. Managed over 75 Professional athletes.
Warehouse Manager, managed over 10 employees, forklift certified. Salaried employee \$2,000 monthly gross plus Commission.

1988-1996 All Glass Inc.
Chief Glazier

*Installed glass in 25 prisons, Clark County Jail, Circus Circus.

*Specialized in bullet proof glass installation.
Salaried employee \$3,000 gross monthly. No Commission.

*Proven track record of exceeding annual sales targets. Expert closer committed to a solution based sales approach and a customer centered focus. Reputation for integrity, satisfaction, and results.

*Quality Business Development

*Prospect qualification

Skills: Knowledge of Calyx Point, Excellent Communication and Customer Service skills. Proficient in Word, Excell, PowerPoint.

Entrepreneurial sales director skilled in developing marketing strategies and managing relationships for mutual benefit. More than 15 years leading sales teams to generate record growth opportunities and associations through dynamic motivational and mentoring abilities. Experienced in all sales cycles, but especially strong in cultivating new business.

My philosophy is to listen to each customer's needs, and respond to those needs efficiently and effectively. I strive to build long-term relationships.

Activities: Member Simply Fit Trek West Coast Mountain Bike Race Team 1990-1999 California State Champion
Department Real Estate licensed #01895079

Other assets I have are my abilities to administrate, to operate efficiently without supervision, to relate to people, to motivate them and myself to achieve everyone's common goals, namely, to increase business, to improve service, eliminate waste and improve bottom line.

*References upon request.