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## The Complete Guide to Becoming a Successful Mortgage Broker: Insider Secrets You Need to Know

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By Patricia Hughes

Atlantic Publishing Company. Paperback. Book Condition: New. Paperback. 288 pages. Dimensions: 8.8in. x 6.1in. x 0.8in. A reliable mortgage broker is in constant demand and never short on business in any economic condition. According to the U. S. Department of Labor, the average income of mortgage brokers is 43, 210. The mortgage brokering business is one of the fastest growing occupations in America today, yet the financial success rate for these new brokers is dismal. It is estimated that less than 30 percent of new mortgage brokers ever become financially successful. Virtually all mortgage brokers are paid strictly on commission, so there is little motivation for the company to help you succeed. You need the proper training to be prepared. This new book will provide you with a road map to financial success. You will learn how NOT to make the big mistakes most new brokers make, how to put a loan package together, how to find borrowers, how and what to charge, how to guarantee your fee, how to make buyers and sellers happy, and how to quickly and easily locate the best deals for your customers. Additionally, this book provides you with information on licensing and exam fees, the...



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