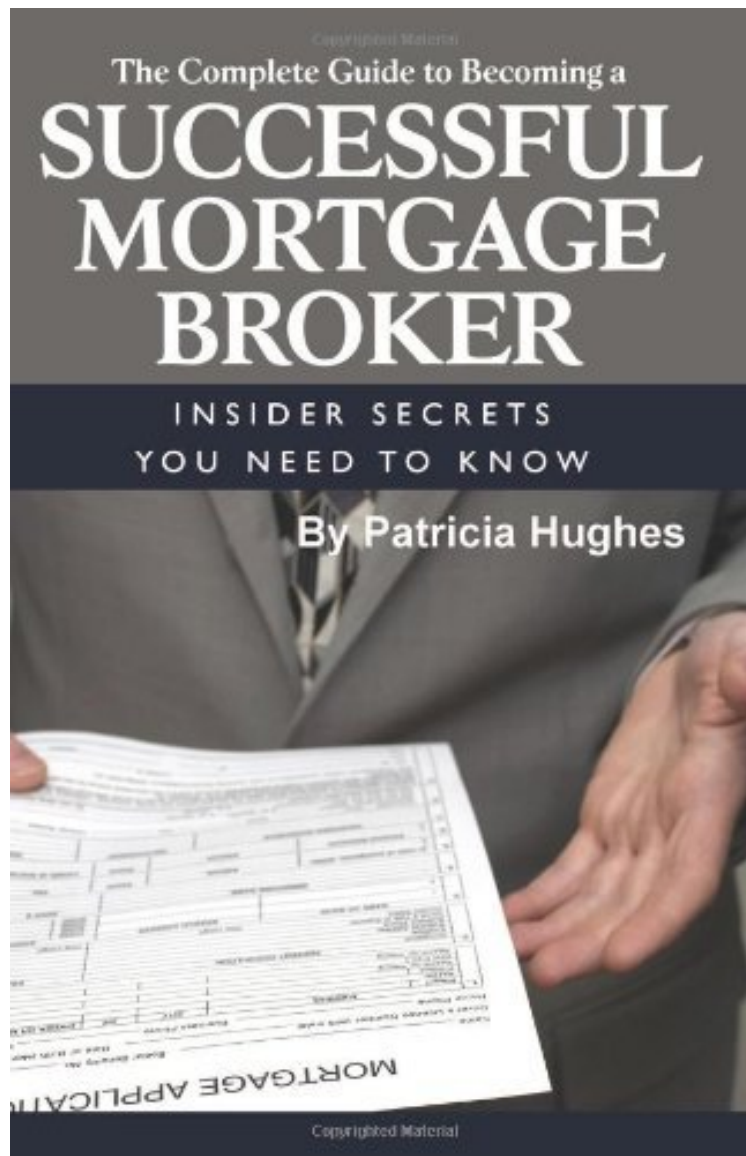


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# The Complete Guide to Becoming a Successful Mortgage Broker: Insider Secrets You Need to Know

*Patricia Hughes*

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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 expenses of doing business, your vehicle and insurance coverage, sales techniques, simple methods to get hundreds of referrals, software programs that make running your business effortless, the private mortgage segment, the commercial market, secrets to using the Internet, realtors, online tools and ideas, mortgage technology tips, Internet leads, building partnerships, and much more.We also spent thousands of hours interviewing, e-mailing, and communicating with hundreds of todays most successful mortgage brokers. This book is a compilation of their secrets and proven, successful ideas. If you are interested in learning hundreds of hints, tricks, and secrets on how to earn a high, consistent income as a broker, this book is for you.Atlantic Publishing is a small, independent publishing company based in Ocala, Florida. Founded over twenty years ago in the company president's garage, Atlantic Publishing has grown to become a renowned resource for non-fiction books. Today, over 450 titles are in print covering subjects such as small business, healthy living, management, finance, careers, and real estate. Atlantic Publishing prides itself on producing award winning, high-quality manuals that give readers up-to-date, pertinent information, real-world examples, and case studies with expert advice. Every book has resources, contact information, and web sites of the products or companies discussed. This Atlantic Publishing eBook was professionally written, edited, fact checked, proofed and designed. The print version of this book is 288 pages and you receive exactly the same content. Over the years our books have won dozens of book awards for content, cover design and interior design including the prestigious Benjamin Franklin award for excellence in publishing. We are proud of the high quality of our books and hope you will enjoy this eBook version.