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The Mortgage Originator Success Kit: The Quick Way to a Six-Figure Income

By Darrin J. Seppinni



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Sometimes opportunity finds you--are you ready?

The mortgage business is not only booming, but it's one of the few industries that doesn't require a college degree to make lots of money. In fact, as a mortgage originator, the only limit to income potential is your own effort and ability. But how can you break into this lucrative business? *The Mortgage Originator Success Kit* is a one-of-a-kind resource dedicated to helping you make the leap into an exciting career in the mortgage business. This comprehensive resource gets you started with expert advice on virtually every aspect of the business.

Mortgage pro Darrin Seppinni thoroughly explains the basics of the mortgage business in simple, clear language that is perfect for beginners. He walks you step-by-step through the loan process, including

- Helping clients fill out a loan application
- Understanding calculations and formulas that go into every mortgage
- A review of the specifics of credit, property qualification, and government loans
- Tips on customer service and vital sales techniques
- Instruction on laws and ethics of the business

Plus, each chapter ends in a handy quiz that helps you retain and apply the concepts and tactics you learn.

Seppinni also shows you how to avoid common mistakes and covers all the bases to get you on the right track. Plus, he shares the secrets of his success with professional tips and techniques that can take you to a six-figure income in no time. Even if you don't know anything about real estate finance, this simple guide provides all the inside advice you need to make a bundle, with step-by-step guidance on every vital topic, concept, and tactic.

With full coverage of licensing and education requirements for every state and sample legal loan documents and forms, *The Mortgage Originator Success Kit* is a complete and comprehensive resource for anyone who wants to break into this growing field. There has never been a better time to get into the mortgage business--and there's never been a better book to help you do it.

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