



The High-Income Mortgage Originator: Sales Strategies and Practices to Build Your Client Base and Become a Top Producer

Richard Giannamore, Barbara Bordow Osach

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The High-Income Mortgage Originator

"The authors have produced a comprehensive guide to becoming a successful mortgage originator. The book will benefit both the entry-level and seasoned originator."

—Anthony N. Gugliotti, Vice President, Naugatuck Savings Bank

"The High-Income Mortgage Originator is a must-read for anyone starting out in the industry or changing careers. I found that the book clearly illustrated the necessary information, skills, and knowledge needed, complete with forms and tools, to get started in the business. More importantly, the authors emphasized the service side of the mortgage business, which would greatly benefit someone just starting out."

—Mary Sue Cavanagh, Executive Director, EntrepreneursNOW, Inc.

"The author writes step-by-step procedures in detail, spelling out regulations and including forms. Key communication skills and operating practices are explained throughout the text. This book truly will provide a business opportunity for readers who take it seriously!"

—Byron Eddy Waterman, EdD, Connecticut Adult Education System

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