(Mr. Tenkey's Tips # 414) www.mrtenkey.com

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Dear Management: A salesperson's workload is much more than just getting the deal...  
  
They must also provide operations with all the pertinent facts to FUND it!  
  
And one of the most common of the errors that occur...  
  
Is, THEY DON'T ASK THE RIGHT QUESTIONS!  
  
Those questions, that lead the borrower to provide the correct information to close the deal... ESPECIALLY the tough ones.  
  
Because by NOT doing so... they miss key opportunities that may undo a loan downstream.  
  
Also... one of the worse thing a salesperson can do...  
  
Is keep going back to the borrower and giving them one more reason to doubt their knowledge of the transaction.