



Rate shopper | How to Close for the Business

“There are rates you quote and rates you get. Which do you prefer?”

“A Lenders failure to perform will cost you thousands of dollars.”

The Close: is there anything that would prevent me from being your lender?

The fact that my team and I are NOT compensated UNLESS you close, and fund keeps us FULLY invested in your success and ensuring a smooth and flawless closing.

We are working in “good faith” and i am asking for your commitment, in good faith, to move forward. When we go under contract, that is NOT a time to shop. That’s a time to run fast and move quickly.

Your commitment to work with me and my team, allows me to deploy the full resource of my office, to ensure you have THE competitive advantage in today’s market.

CLOSE: Is there anything that would prevent me from being your lender?

Great! I am going to submit your loan to underwriting, that way when we receive the executed contract, we will be ready to move quickly.

JOIN LOLP on a journey to GET Better and Make a DIFFERENCE.

Subscribe ITUNES and SHARE

Follow us on Insta @LoanOfficerLeadership

Online **Resources** at www.LoanOfficerLeadership.com

Email us topic **suggestions** and **questions**. Steve@loanofficerleadership.com

Be Purposeful in your Growth & Relentless in your Effort.
“Anything worth doing, is worth doing badly, just get Started”

#GrowandGrind

www.LoanOfficerLeadership.com

@LoanOfficerLeadership