(Mr. Tenkey's Tips # 365) www.mrtenkey.com

August 3, 2020



Dear Management: Now, let's chat about your sales coaching/training team...  
  
And just a short chat as well... as I have but ONE question for you to answer about EACH person on your team.  
  
"If you were an LO at your company and they came into your office to give you advice on sales tactics, process, etc... would YOU listen to them?"  
  
Answer this honestly...  
  
And if the answer is no... then why do you have such a low opinion of the other loan officers in your company... that you think they would?  
  
Be MINDFUL of this fact when hiring.