(Mr. Tenkey's Tips # 409) www.mrtenkey.com

October 5, 2020



Dear Management: EVERY meeting you and your LO's have with a prospect...  
  
Will have a DIFFERENT outcome.  
  
So, PLAN for it! and plan AHEAD for it!  
  
Have a mindset to be ready for ANYTHING that may or could happen with that borrower's transaction.  
  
Not every transaction is going to be a slam dunk.  
  
But if you give the impression (and actual knowledge doesn't help either) that you have an answer in your pocket... just waiting to be told...  
  
Then YOU win!  
  
Because SPEED matters, but some transactions WILL take longer...  
  
So be prepared... be ready to customize each borrower's timeline to THEM.  
  
And you'll be faster than the LO down the street... or even that one in the next office.  
  
My couple pennies...