(Mr. Tenkey's Tips # 436) www.mrtenkey.com

November 11, 2020



Dear Management: Ten-hut! Fitting for today... and like what happens in the military...  
  
Does your company have a true "train them up or out program"?  
  
Do you have a set time table in which you train a loan officer from production level "un-acceptable"... to production level "NOW YOU'VE GOT IT!"...?  
  
Does that time table include discharge papers, if they do not pass muster?  
  
Or are 2nd chances turned into 5th and 8th chances?  
  
If you are not answering the above questions correctly...  
  
All you really end up with is... ALL (time and exhaustive efforts), and NO results.  
  
Not good peeps...  
  
Dismissed!