(Mr. Tenkey's Tips # 439) --- book available @ www.mrtenkey.com

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Dear Management: Do you think it is important to be at the closing table when your borrower's loan funds?  
  
If you say No, I say... I DO NOT agree with you.  
  
Your only value-add... is to be a resource for your borrower... through the stressful process of getting a loan.  
  
And then you peter out, when the finish line is in view???  
  
The closing table is one of the most stressful times in the process... and you're NOT??? gonna be there?  
  
I hear your excuses... too busy! time constraints! Covid! blah blah blah!  
  
And I have 1 word for you...  
  
VIRTUAL!  
  
We all know how to do a video call these days... so NO excuse to not be there to GIVE that valuable ear and heart... for the borrower... that puts $'s in your pocket.  
  
The comfort, caring, presence you provide at that last big moment of the transaction...  
  
Is the difference between doing a loan... and being a mortgage professional.  
  
Just sayin'