(Mr. Tenkey's Tips # 441) --- book available @ www.mrtenkey.com

November 18, 2020



Dear Management: Isn't it tiring... being the smartest person in the room...  
  
Having to come up with all the ideas to make the loan officers under you, MORE production-y???  
  
Like all those different and new: operational processes, incentives, motivational speakers, software changes, etc...  
  
Instead, how about you just...  
  
Ask THEM, what would make their individual production... Better!/Stronger!/Faster!  
  
You might find the money you're spending is on wasted efforts... and not quite helping the way you had hoped.  
  
OK, take your time with this.  
  
Steve Austin, Jamie Sommers and I, will be waiting over here to look at the surprise on your face when you hear those responses.