(Mr. Tenkey's Tips # 482) --- book available @ www.mrtenkey.com

January 22, 2021



Dear Management: Loan pipeline management...  
  
-Some LO's keep track of it on a spreadsheet.  
-Some LO's use sticky notes on a whiteboard.  
-Some LO's use specialized software.  
  
In the end... they all close their borrower's loans on time... with smiles on their borrower's face.  
  
If the result is the same... does it REALLY matter?  
  
Be respectful of how people approach an outcome.  
  
Your way...  
Is not the only way...  
Or the best way...  
For every LO.  
  
Respect difference.