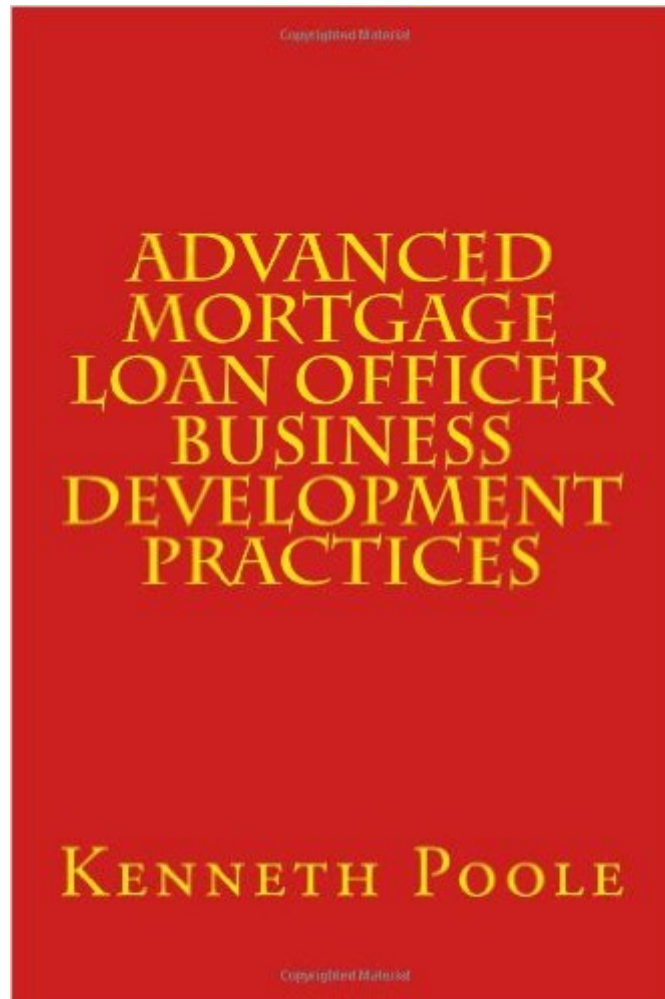


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# Advanced Mortgage Loan Officer Business Development Practices



## Synopsis

Comprehensive marketing and business development manual for residential mortgage loan officers. Describes exactly where to find and how to cultivate direct and referral business. It discloses the secrets of earning a seven figure income. Written by one of America's most successful mortgage loan officers with a 40 year career as a mortgage banker.

## Book Information

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Average Customer Review: 4.7 out of 5 stars [See all reviews](#) (3 customer reviews)

Best Sellers Rank: #469,999 in Books (See Top 100 in Books) #129 in [Books > Business & Money > Real Estate > Mortgages](#) #491 in [Books > Business & Money > Economics > Banks & Banking](#)

## Customer Reviews

Author Kenneth Poole breaks down the mortgage banker from A to Z. Book is thorough and detailed. Cant skip chapters due to the proper follow up reading from the previous chapter. Although I have been in the banking and mortgage industry (mainly banking) this book is excellent for the new mortgage officer. Use a highlighter, you'll need it. ~Jerry

This book will change your business practice and results no matter how long you have been a mortgage banker. At any price this book is both a masterpiece and a steal for the price.

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