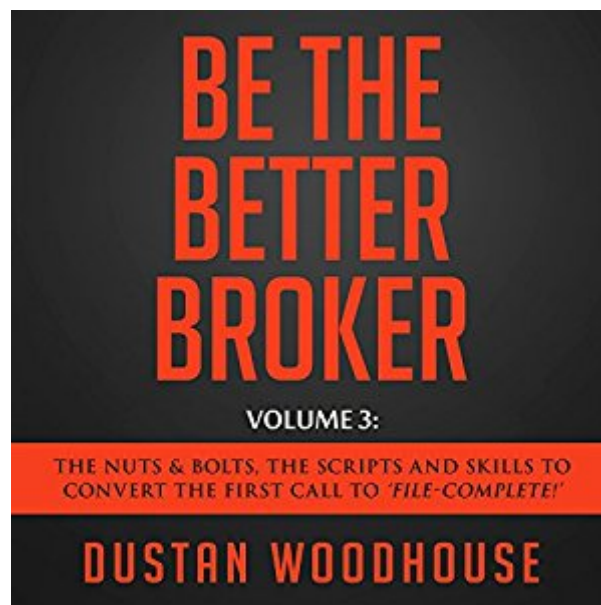




The book was found

Be The Better Broker, Volume 3: The Nuts & Bolts, The Scripts And Skills To Convert The First Call To "File-Complete!"



Synopsis

Built on foundations set in the previous two volumes, Be the Better Broker, Volume 3 is a detailed, step-by-step guide to the client-broker experience. From the opening question - "What's your best rate?" - to the two magic words - "File Complete!" - this book will give you access to the processes, scripts, and strategies used during hundreds of conversations addressing application intake, overcoming objections, the signing of the mortgage commitment, compliance, and insurance documents. This book is your guide to building your resume, marketing, and advertising, along with a base of referring clients and all-out raving fans via one simple approach creating excellence throughout the client experience. Apply the principles and the scripts outlined in this book and you will be on your way to building your own 200+ file-per-year business. You will increase your funding ratio! You will increase your production! The mantra of Volume 3: "File Complete!"

Book Information

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Customer Reviews

After reading Volumes 1 and 2, I decided to savor Volume 3. I forced myself to only read a few chapters a week and I looked forward to my Sunday mornings drinking my coffee and reading a few chapters of Volume 3 of Be The Better Broker. Just as in Volumes 1 and 2, the information is valuable....and Dustan has a way of relating to people through his writing that makes the book funny and entertaining but at the same time, filled with great content. I thought 3 volumes on the top of mortgage brokering would be enough.....but now I can't wait until Volume 4 is released. Thank you Dustan for taking the time to put all of this information out there for the industry to embrace.

WOW, another blockbuster. DW has hit-it-out-of-the-park yet again. They keep getting better and

BTBB V3 will not disappoint. There are so many gold nuggets that you just don't know where to start. There is a flow, so try and do your best to stay in the chapter sequence. Whether you are a 20 year veteran or fresh from graduating from the broker course there is something for everyone. Buy the book - buy the series! If you are a mortgage broker BTBB V3 is a must.

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