



Advanced Mortgage Loan Officer Business Development Practices

Kenneth W. Poole

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Advanced Mortgage Loan Officer Business Development Practices Kenneth W. Poole

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.

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