
MOUNTAIN WEST FINANCIAL



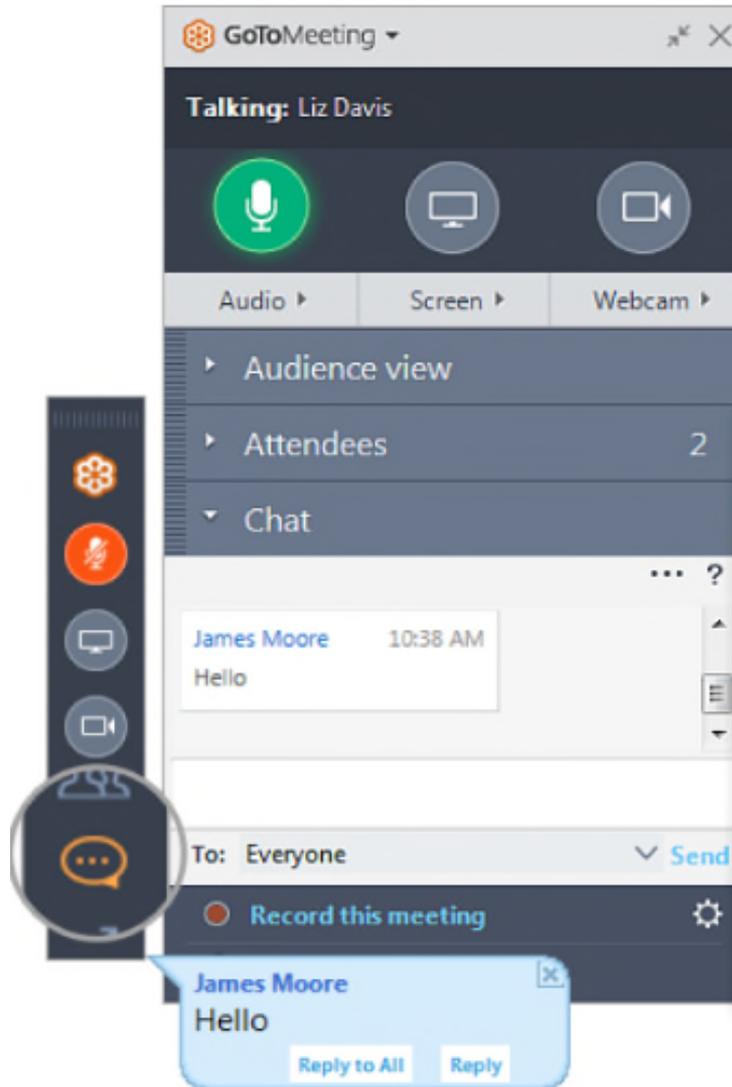
Preparing for a Successful Year

Presented by John Cady, Senior VP
Production

MOUNTAIN WEST FINANCIAL
Making Homeownership A Reality Since 1990



GoToWebinar



Mountain West Financial, Inc.

- 2017 Purchase Numbers
 - NAR is projecting 5.56 million homes will be sold in 2017
 - Up from 5.21 Million in 2016
 - Biggest year since 2006 (6.47 Million Homes)
 - 70% of these sales will need a loan
 - 460,000 Sales per month
 - 15,000 a day
 - 640 per hour (Every Hour, Every Day)
 - 660,000 sale per month during spring

Mountain West Financial, Inc.

- 2017 MWF Wholesale LO Projections, excel sheet

Mountain West Financial, Inc.

- Everything we do is focused on getting us in front of realtors and borrowers.
 - Great Statistics
 - Email or Marketing Piece – 1/1000 chance of getting a loan
 - Phone Call – 1/100 chance of getting a loan
 - In-Person meeting – 1/7 chance of getting a loan

Mountain West Financial, Inc.

- 2017 MWF Accountability tool, excel sheet

Loan Officer Sales 101

The average LO spends 80% of their time processing their loans!!

Is this you???

90 Day Business Plan

- One Priority
- Two Ideal Results
- Two Key Activities

Questions?



Setting your self up for Success Webinar Schedule:

January:

#2. Marketing Social Media, 24th 10-11am

February:

#3. Productivity Tips, 14th 2-3pm

#4. Cyber Security Awareness, 21st 10-10:30am

March:

#5. How to build a Referral Based Business, 7th 2-3pm

#6. Market Insights, 21st 10-11am

Thank you for joining us!

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