



The Complete Idiot's Guide to Success as a Mortgage Broker

Daniel S. Kahn, Marian Edelman Borden

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Break into the brokerage business.

Here is a step-by-step handbook to joining this elite group. Written by an accomplished mortgage broker with more than 15 years in the business and 2,000 deals to his credit, this book covers everything from whether or not real estate financing is the right career move to how to master the skills necessary to be successful.

- Overview of a day in the life of a mortgage broker—including the pros and cons of the career
- A self-test to help readers determine if the brokerage business is right for them
- Licensing and educational requirements, advice on successful networking, and basic mortgage information
- In 2004, there were over \$3.8 trillion in mortgage originations nationwide—an all-time record— according to The Mortgage Bankers Association

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