



# THE MORTGAGE FIRM

ORLANDO

Closing Simplified.

## LEADERSHIP FLOWCHART & TOP FOCUSES

Close Loans Fast | High Quality Originators & Staff | Superb Customer Service

### FINANCE

Treasurer/Secretary - Russ Stewart  
ext. 206  
russ@themortgagefirm.com

1. Payroll
2. Finances

### OPERATIONS

President - Todd Pierson  
ext. 204  
todd@themortgagefirm.com

### SALES

CEO - Brett Lindquist  
ext. 205  
brett@themortgagefirm.com

1. Support Loan Originators
2. Meet Sales Goals
3. Recruit New Loan Originators
4. Manage Branch Needs

### SECONDARY MARKETING

Dave Mady  
ext. 248  
dmady@themortgagefirm.com

1. Daily Pricing
2. Lock Desk
3. Investor Relations
4. Warehouse Line Management

### OPERATIONS DIRECTOR

Richard E. Peek  
ext. 211

richard@themortgagefirm.com

1. Establish & Maintain Policy & Procedures
2. Support Leaders
3. Production/Sales/Marketing Programs
4. Quality Control/Compliance
5. Systems Software/IT

### LICENSED LOAN ORIENTATION STAFF

### CLOSING/POST CLOSING

Sheri Nedley-Manager  
ext. 220  
snedley@themortgagefirm.com

### CLOSING/SHIPPING/ SETUP STAFF

### UNDERWRITING

Jim Mills - Manager  
ext. 232  
jmills@themortgagefirm.com

### UNDERWRITING STAFF

### PROCESSING

Kathy Litzner-Manager  
ext. 241  
kathy@themortgagefirm.com

### PROCESSING STAFF

### HR/FACILITIES

- ◆ In-House Underwriting
- ◆ In-House Closing
- ◆ In-House Funding
- ◆ Direct agency Lender
- ◆ Established company since 1995
- ◆ Corporate without a boardroom
- ◆ Service-minded
- ◆ Able to close loans in 7 business days
- ◆ Strong Builder support background



## THE MORTGAGE FIRM

ORLANDO

*Closing Simplified.*

- ◆ Excellent, consistent communication skills
- ◆ Local area knowledge
- ◆ Company controlled HVCC process
- ◆ Local appraisers
- ◆ Strong support staff (average length of employment 8.2 years)
- ◆ Commitment to earn referrals
- ◆ High level of personalized service