



Loan Officer Unleashed Critical Questions

(These will be used during the 5 day training)

Please print, ask yourself the following 5 questions, write your answers in the space provided:

- 1. How many realtors would you like to get referrals from:**
- 2. If you could convert 1 out of every 10 Realtors you marketed to, how many would you contact per week:**
- 3. If you closed 2 – 3 extra loans per month from your Realtor partner, how much would that mean to you per year?**
- 4. If you had a chance to guarantee your message was heard by the top 250 highest performing Realtors in your area, what message would you want them to hear?**
- 5. In your opinion, what makes you a better loan officer to do business with than the others? Why would a high performance Realtor be better off using you instead of your competition?**