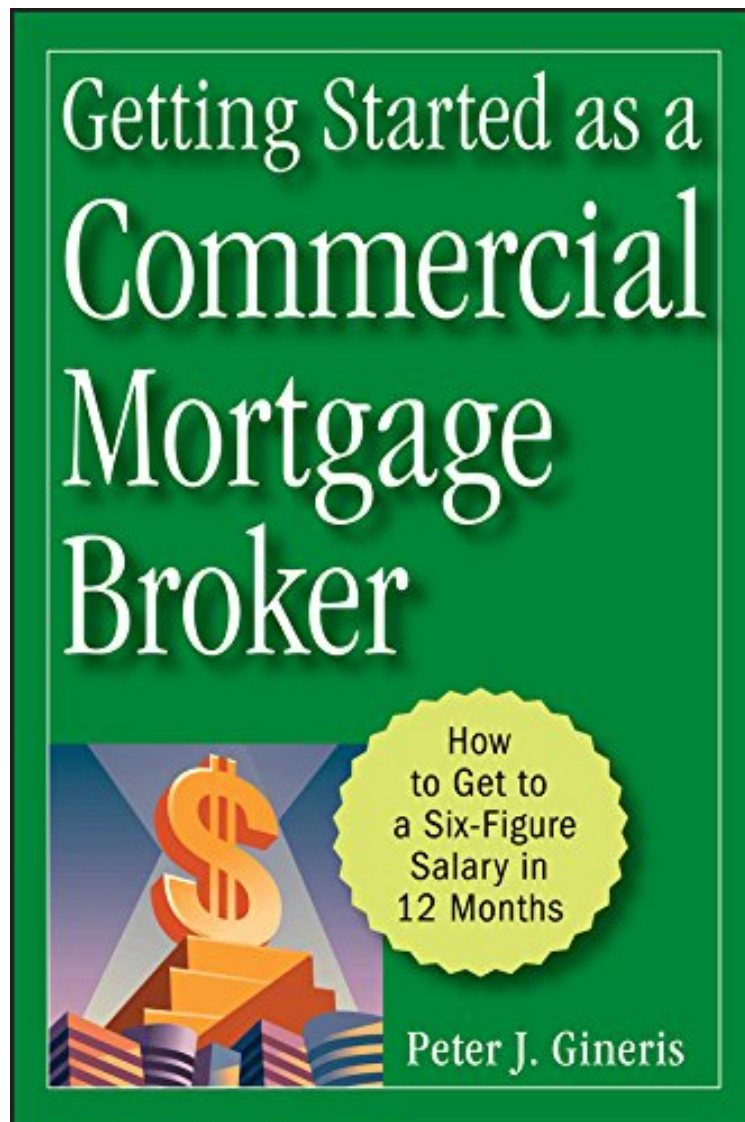


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Getting Started as a Commercial Mortgage Broker: How to Get to a Six-Figure Salary in 12 Months

Peter J. Gineris

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Peter J. Gineris : Getting Started as a Commercial Mortgage Broker: How to Get to a Six-Figure Salary in 12 Months before purchasing it in order to gage whether or not it would be worth my time, and all praised Getting Started as a Commercial Mortgage Broker: How to Get to a Six-Figure Salary in 12 Months:

2 of 2 people found the following review helpful. Hands down the best book on commercial mortgage lendingBy Brian PSeasoned commercial mortgage pro Peter Generis not only explains the commercial mortgage territory and

players, he shares the landmines to avoid and the painful lessons he's learned either personally or vicariously during his career. He is completely transparent, sharing everything you need to know to get started (the smart way) in this business. My favorite chapters were the "Anatomy of a Deal," where he shares the daily tasks needed to closing a real-life, 60-day, \$2 million office-building refinance (very illuminating) and "Advanced Strategies to Take Your Business To the Next Level," which included great marketing strategies for new and experienced loan officers. I read this book in a day. Great, lively writing that informs, cautions, educates and inspires. So much better than the other dry, heavy books that I've also read on the subject. This is absolutely the first book that you should read before launching your commercial mortgage career. 7 of 8 people found the following review helpful. Completely unhelpful intro into commercial real estate. By zLet me start off by pointing out that this 190 page book includes 45 blank pages and 11 pages of photographs of what a commercial building looks like. As if we have no idea what an office park or Walmart looks like. I have over a decade of experience in residential financing and was hoping that this book would help me better understand the commercial end. At best, this could have been a 15 page pamphlet. It is absolutely NOT a \$27 book. The advice given over and over again is basic elementary sales advice. You will gain painfully little from reading this book if you have ANY experience whatsoever in sales or real estate. Total waste of time. 1 of 1 people found the following review helpful. Don't quit your day job. By APPretty disappointing. Took sophisticated underwriting topics and overlooked them. At the time, used lines such as "as we've already shown", when they were barely mentioned. Unrealistic at best. Don't quit your day job depending on this book.

While residential real estate lending has gone soft, commercial lending is hot; with a wave of low interest rates and refinancing; and it shows no sign of slowing down. Right now, commercial mortgage brokering is one of the best ways to earn money without a ton of training. In this practical guide for first-timers, you'll learn the basics of brokering from application to closing, as well as inside information you won't find anywhere else. So get started!

From the Inside Flap. Now is the time to get started in commercial lending. The residential lending market is soft, but the commercial mortgage sector is alive and well. If you've been struggling in the residential mortgage business, now is a great time to make the jump to more profitable commercial loans. In *Getting Started as a Commercial Mortgage Broker*, longtime real estate professional Peter Gineris puts you on the fast track to a six-figure income in commercial mortgages. The first comprehensive guide dedicated solely to the commercial brokerage business, this book covers the entire process--from application to closing--and explains all the ins and outs of the industry. Step by step, you'll learn how to get started in the business on a full-time or part-time basis and how to build your business into a steady six-figure income. Best of all, in most cases, you don't need any special training, education, or licensing in order to practice. All you need is the straightforward guidance you'll find right here. Gineris explains all the basics of commercial mortgages, then goes on to reveal his own inside secrets based on his many years of professional experience. No other book on the market gives you such proven, firsthand insight on commercial mortgages. Start reading and: Master the basic steps and learn the process Understand the various types of commercial loans Learn to present and submit winning loans to lenders Stay within legal and ethical guidelines Earn \$3,000 per month or more in your spare time Grow your business to a bigger, more profitable level Find your niche and corner your market With low commercial interest rates, there's no better time to get into commercial mortgages than right now. If you follow the steps in this straightforward guide, you'll learn to make so much money it hardly seems fair. *Getting Started as a Commercial Mortgage Broker* is your gateway to a new, profitable career in today's real estate sector. From the Back Cover. Now is the time to get started in commercial lending. The residential lending market is soft, but the commercial mortgage sector is alive and well. If you've been struggling in the residential mortgage business, now is a great time to make the jump to more profitable commercial loans. In *Getting Started as a Commercial Mortgage Broker*, longtime real estate professional Peter Gineris puts you on the fast track to a six-figure income in commercial mortgages. The first comprehensive guide dedicated solely to the commercial brokerage business, this book covers the entire process--from application to closing--and explains all the ins and outs of the industry. Step by step, you'll learn how to get started in the business on a full-time or part-time basis and how to build your business into a steady six-figure income. Best of all, in most cases, you don't need any special training, education, or licensing in order to practice. All you need is the straightforward guidance you'll find right here. Gineris explains all the basics of commercial mortgages, then goes on to reveal his own inside secrets based on his many years of professional experience. No other book on the market gives you such proven, firsthand insight on commercial mortgages. Start reading and: Master the basic steps and learn the process Understand the various types of commercial loans Learn to present and submit winning loans to lenders Stay within legal and ethical guidelines Earn \$3,000 per month or more in your spare time Grow your business to a bigger, more profitable level Find your niche and corner your market With low commercial interest rates, there's no better time to get into commercial mortgages than right now. If you follow the steps in this straightforward guide, you'll learn to make so much money it hardly seems fair. *Getting Started as a Commercial Mortgage Broker* is your gateway to a new, profitable career in today's real estate sector. About the

Author PETER J. GINERIS has worked in all facets of commercial real estate finance for more than twenty years, as a lender, mortgage banker, mortgage broker, real estate broker, and developer. He currently works as a mortgage banker and broker in Albuquerque, New Mexico.