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Note generali	Includes index.
Nota di contenuto	Preface -- Getting started -- The mortgage loan officer and his team -- How do I get started? -- Mortgage banker vs. mortgage broker -- The loan application and process -- Types of mortgage loans -- The basics of the job -- Loan prequalification and approval -- Loan documentation -- Interpreting credit reports and credit scores -- Interest rates: how they're set, how to quote them -- How brokers make money -- Making yourself successful -- Marketing yourself -- Marketing secrets from the pros -- Appendix A: The 1003 and disclosure forms -- Appendix B: Ten steps to becoming a successful mortgage loan officer -- Appendix C: Ten steps to becoming a megaproducer (\$250,000+ per year) -- Appendix D: Sample marketing pieces -- Appendix E: Industry resources -- Appendix F: State licensing chart -- Appendix G: Payments per thousand dollars financed -- Glossary -- Index.