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Mortgage Rip-Offs: Learn the Secret to Saving Thousands Before You Apply

Pat Mazor

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At his core, Pat Mazor is a teacher. That teaching takes many forms: books and articles, his webcasts, live seminars, belief systems change coaching, and his solo-entrepreneur success strategies work. In Mortgage Rip-Offs: Learn the Secret to Saving Thousands Before You Apply, Pat shares his experience as a mortgage loan originator and takes the reader through the application, underwriting, and approval process step-by-step. He explains the key players: the loan originator, processor, and underwriter, as well as the differences between mortgage brokers, direct lenders, and investors. The real value in Mortgage Rip-Offs is found in two areas. The first is learning how to prepare to apply for a mortgage. That preparation saves the originator and processor time and creates a money-saving opportunity for you, the borrower. The second is in learning how mortgage companies and originators are compensated and, most important of all, that the amount of compensation can be negotiated and verified. When you know how to verify how much the mortgage company is charging you, you can take control of the entire transaction. Start to finish, Pat Mazor shows you how to apply for a mortgage loan, turns on the light by teaching you the buzz phrases that are intended to keep you in the dark, thoroughly explains each step of the process, and outlines what it takes to negotiate the best possible rate so you can literally save thousands of dollars. The information in Mortgage Rip-Offs is valuable and timeless. Even if you aren’t planning to buy a home or refinance a mortgage now, Pat’s tips can help you get better rates with other types of financing including credit cards and car loans.

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