

First Mortgage Corporation Loan Production Office Manager Questionnaire

1. Describe a typical work day for you _____

2. Discuss your marketing abilities _____

3. Have you had management training and what is your management style _____

4. Do you use a business plan and do you set business goals , if so, name them

5. How did you find out about First Mortgage Corporation _____

6. Name 2 or 3 words that best describe you interaction with people _____

7. Do you set monthly projections and goals and if so what is done to insure that those goals/projections have been met _____

8. Are you currently a licensed residential lender/broker? Yes _____ No _____
9. Have you ever applied for a residential lender /broker license? Yes _____ No _____
10. Have you ever been terminated by an employer for fraud? Yes _____ No _____
11. Have you ever been terminated by an employer for misrepresentation? Yes _____ No _____
12. Do you currently hold a Real Estate Agents or Broker? Yes _____ No _____
13. Have you ever been suspended, terminated or denied approval by HUD, GNMA, FHA, VA, or any mortgage insurance lender, investor, correspondent or lender?
Yes _____ No _____
14. Please indicate by percentage, what your historical product mix has been for the past two (2) years? Conforming _____ Government _____
15. Please indicate by percentage, what your historical productions has been the past 2
Purchase _____ Refinance _____
16. List your (3) three top investors that you have closed loans with within the next 12 months.