

# Navigating the “New World” of Mortgage Lending



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#2:

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**Thank you for participating!**

Doug Smith is a 38-year industry veteran and a nationally-acclaimed speaker, author, and sales training expert. For more information on Doug Smith’s presentations, workshops, webinars and resources, please visit [www.DougSmithOnline.com](http://www.DougSmithOnline.com) or call Douglas Smith & Associates at **828.681.8004**.

# Rising to the Top!

*The real reasons why some mortgage loan officers are more successful than others*



They are

**1**

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