



Curt Conkling
Mortgage Consultant

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www.curtconkling.com

CURT CONKLING

Senior Mortgage Consultant

4445 Eastgate Mall, Suite 200, San Diego, CA 92121 | 858.354.7024 | curt@curtconkling.com

EDUCATION

DEGREES

University of Arizona > May 1988

- Bachelor of Science in Business Administration
- Major in Finance with an emphasis in Economics and Real Estate Finance

CERTIFICATIONS

California Real Estate License > 1992

Oregon Originator License > 2007

PROFESSIONAL SKILLS

SALES

Since entering the Mortgage Banking Field in 1991, I have demonstrated strong sales and marketing skills which have enabled me to successfully obtain financing for over 2000 homeowners. My extensive knowledge of current loan products enables me to identify the loan that best meets each client's unique needs.

MANAGEMENT

Because of my experience at the managerial and vice presidential levels, I am familiar with all departments and processes within a mortgage company; from production and processing, to underwriting and funding. I make monthly presentations to my staff in which I update and explain new policies and products and review company-wide performance goals. With these management skills, I have increased intra- and inter-departmental efficiencies and reduced costs while increasing employee retention.

TRAINING

I created a "Loan Officer Academy" in order for my loan officers to do their best work. I designed and implemented this training system to guarantee that each person had the product knowledge and technical skills to best serve our clients. I created a program that increased the success of scores of loan officers and was a key part of our recruiting platform.

BRANCH STARTUP SPECIALIST

My extensive coordination, negotiation, interview, and organizational abilities have allowed me to successfully open over a dozen new branches in the past six years. I received the "Fastest Growing Division" award while working for Pacific Republic Mortgage.

CONSUMER EDUCATION

I use my speech and presentation abilities to educate clients individually as well as through group speaking engagements. Currently, I am hosting a monthly lecture series to explain recent changes in the mortgage industry and its impact on current and future homeowners.



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PROFESSIONAL EXPERIENCE

GUILD MORTGAGE > MANAGING PARTNER/SENIOR MORTGAGE CONSULTANT

San Diego, California > March 2008-Present

PLAZA HOME MORTGAGE > PRODUCTION MANAGER, RETAIL DIVISION

San Diego, California > Sept 2007 - Feb 2008

MERIDIAS CAPITAL > BRANCH MANAGER, SAN DIEGO RETAIL DIVISION

San Diego, California > Feb 2006- Aug 2007

SIGNATURE FUNDING > VICE PRESIDENT/BRANCH MANAGER

San Diego, California > Jan 2005 - Feb 2006

GMAC MORTGAGE CORPORATION > DISTRICT MANAGER

San Diego, California > Sept 2004 - Jan 2005

- GMAC purchased Pacific Republic Mortgage in September 2004

PACIFIC REPUBLIC MORTGAGE CORPORATION > VICE PRESIDENT/BRANCH MANAGER

San Diego, California > June 2002 – Aug 2004

NATIONAL CITY MORTGAGE/ACCUBANC MORTGAGE/MEDALLION MORTGAGE > ASSISTANT BRANCH MANAGER

San Diego, California > June 1995 – June 2002

- Accubanc Mortgage purchased Medallion Mortgage in June 1995
- National City Mortgage purchased Accubanc in November 1999

MEDALLION MORTGAGE > Senior Loan Officer

SAN DIEGO, CALIFORNIA > APRIL 1993 – JUNE 1995

ACCUBANC MORTGAGE > LOAN OFFICER

San Diego, California > Sept 1991 – April 1993

PROFESSIONAL MEMBERSHIPS

- **Mortgage Market Guide** > 2000 - present
- **Mortgage Bankers Association** > 2004 – present
- **San Diego Chamber of Commerce** > 2005 - 2007

TECHNICAL SKILLS

- **Microsoft Office**
- **Calyx Point** (loan origination software)
- **LoanSoft** (loan origination software)