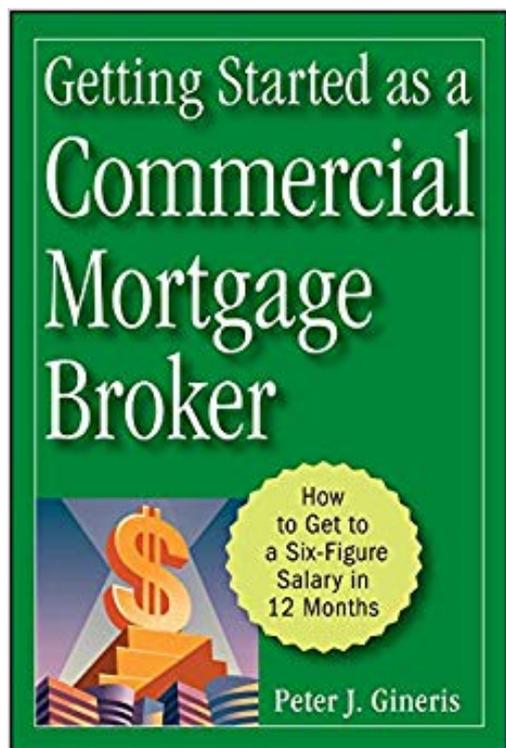


Getting Started as a Commercial Mortgage Broker: How to Get to a Six-Figure Salary in 12 Months *by* Peter J. Gineris



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While residential real estate lending has gone soft, commercial lending is hot—with a wave of low interest rates and refinancing—and it shows no sign of slowing down. Right now, commercial mortgage brokering is one of the best ways to earn money without a ton of training. In this practical guide for first-timers, you'll learn the basics of brokering from application to closing, as well as inside information you won't find anywhere else. So get started!



Reviews of the **Getting Started as a Commercial Mortgage Broker: How to Get to a Six-Figure Salary in 12 Months** *by* Peter J. Gineris

Eseve

Seasoned commercial mortgage pro Peter Gineris not only explains the commercial mortgage

territory and players, he shares the landmines to avoid and the painful lessons he's learned either personally or vicariously during his career. He is completely transparent, sharing everything you need to know to get started (the smart way) in this business. My favorite chapters were the "Anatomy of a Deal," where he shares the daily tasks needed to closing a real-life, 60-day, \$2 million office-building refinance (very illuminating) and "Advanced Strategies to Take Your Business To the Next Level," which included great marketing strategies for new and experienced loan officers. I read this book in a day. Great, lively writing that informs, cautions, educates and inspires. So much better than the other dry, heavy books that I've also read on the subject. This is absolutely the first book that you should read before launching your commercial mortgage career.

Perdana

Let me start off by pointing out that this 190 page book includes 45 blank pages and 11 pages of photographs of what a commercial building looks like. As if we have no idea what an office park or Walmart looks like.

I have over a decade of experience in residential financing and was hoping that this book would help me better understand the commercial end. At best, this could have been a 15 page pamphlet. It is absolutely NOT a \$27 book. The advice given over and over again is basic elementary sales advice. You will gain painfully little from reading this book if you have ANY experience whatsoever in sales or real estate.

Total waste of time.

fire dancer

Pretty disappointing. Took sophisticated underwriting topics and overlooked them. At the time, used lines such as "as we've already shown", when they were barely mentioned. Unrealistic at best. Don't quit your day job depending on this book.

Berkohi

Quick read good details and real business tips.

Real life insights provide real business experiences.

A good guide for the finance newbie and reference for the rest of us.

Nidor

great book

Quphagie

I thought this book was very educational, and I revert back to it for steps with commercial mortgages. There are a few steps that are missing from the book and is hard to figure out. Just for new people out there entering into the commercial market if you want to get set up with lenders go to [...]. This book answers mountains of questions that you may have, which will lead you to ask a lot more questions. The only thing to do is get out there and start mortgaging.

RuTGamer

great

Great book.

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