



# THE SOURCE

EXPRESS EDITION



## Three Reasons You Will Like Working With Us...

### You May Not Already Know

SFG Staff Writer

#### 1 Our goal is to make you look good.

Ever feel when working with a lender that even if the deal closes and you get paid, you know you will never see that borrower again? It may be because the borrower had a poor experience or the lender gave appropriate service, but in some manner made your role seem insignificant and they (the borrower) should just call them (the lender) direct next time. In other words, the lender treats the broker as a necessary evil. "Give us the deal, we'll give you some money." But there is no real concern for building the brokers reputation, value or business.

At Seattle Funding Group, one of our primary goals is to make our brokers look good and well worth their fee. Our philosophy is, "when you look good, we look good" and everyone wins.

#### 2 If your borrower struggles, we will work with them, not try to crush them.

We have found over the decades we've been in business, tough times require communication and working with borrowers towards a common goal. We are not a bully lender. In fact here's the good news: The same person you worked with in originating the loan will be the same person you talk to should a modification be needed down the road. As a direct portfolio lender, we don't package our loans up and sell them to investors or Wall Street, we stay with the deal through maturity. This should give you and your borrower comfort that whatever agreements we make, we will be here to keep them. And if the borrower is struggling to keep theirs, let's see if we can talk through a solution. Again, our goal is that everyone wins: you, the borrower and us.


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# 3 We're nice.

We gave the custodian of our office building a generous tip for keeping our office space so clean. That's nice! Just recently, we gave an office manager of a mortgage company dinner for two at a fine restaurant in their area, just for having us come speak to their office for a few minutes. That's really nice. And we regularly promote our brokers and borrowers success on our website, touting them not us. That's pretty nice too. After funding your deal, we'll likely do something nice for you as well. Just try us and see.

There you have it. Three more very real reasons to call us on your next time sensitive bridge or construction loan. You'll experience why we have been in business over 27 years, and you borrower will likely appreciate you for your sagacious financial awareness. We'll do our best to make that happen.

Give us a call and let's talk more about how we can help build your business, and repeat business, by working together. We have some ideas we think you'd like to hear. Cheers to a great fourth quarter 2015. 



## \$1,550,000 Prime Commercial Park City Park City, UT

The borrower's mortgage broker, Jeff Meierhofer, Director of Finance at the Madison Group was terrific to work with on this time sensitive deal. With the relationships already developed from years of SFG lending in the area, the deal closed well ahead of schedule and the borrower captured their discount.



## \$6,000,000 Recapitalized Residential Subdivision Rancho Mirage, CA

This acquisition loan originated from the highly professional and well-respected selling broker, Marc Kleiman of Province West. His objective was to offer the newly contracted buyer a combination of financing certainty, responsiveness and excellent private-money pricing. From prior experience, Marc knew to call SFG.



## \$947,000 Spec Residential Construction Solvang (Santa Barbara County), CA

Seattle Funding Group of California says "thanks" to Gil Harries of California Construction Loans. We have been working with Gil for years, and we've closed many loans together. We send those consumer construction requests to Gil, and when Gil receives a call for non-owner or spec residential construction, he knows to call the professionals at SFG of CA.



## \$780,000 Vacation Rental Purchase Kailua, HI

SFG would like to thank mortgage broker Kurt Nielsen of eMortgage Hawaii for his assistance with this transaction. Kurt has worked with SFG several times through the years and is a professional in every sense of the word. He client needed deal certainty and from previous experience Kurt knew to call SFG.

