



**CARL MONSOUR -
SALES AND ORIGINATION COACH**



Carl believes in working on specifics, not talking in theory. He has risen from being a #1 Loan Officer in a retail platform to co-heading a wildly successful national Mortgage Company with more than 500 loan officers reporting to him, to starting his own Mortgage Brokerage and building referral relationships from scratch. This 20-year veteran understands mortgage from both an LO and management perspective.

Currently a producing manager in a referral-based model, Carl is once again in the forefront of change in the industry, focusing on realtor partners, past clients, and social media marketing to drive his (and his team's) business. Carl can help you understand how to drive new business and how to create processes to turn sales and originations into a machine working for you.