



Shelley Saunders

Member of the National Association of Mortgage Processors (NAMP)

Shelley Saunders worked as a realtors' assistant for five years before moving into the mortgage field ten years ago.

"I thought it would be a seamless move, but much to my surprise, there was a lot to be learned," says Shelley, now a member of the National Association of Mortgage Processors.

She has been Guaranty Federal since June 2008.

"Each person, each house, each file has its own challenges," she says. "Getting a mortgage is not as easy as it used to be, even for those with plenty of assets and great credit. With the new laws, regulations and compliance requirements, it's not the same as it used to be. Underwriters scrutinize every aspect of the file and want copious details on each. These and other factors can complicate the process."

Oftentimes, Guaranty Federal's clients get loans that they wouldn't have been able to get elsewhere.

"Banks have certain limitations that they need to adhere to. If you don't fit their mold, they can't do it," she says. "Since we work with different lenders, we know what credit score each will accept, where to send condos, etc. If the borrowers don't fit one lender, chances are they will be a match for another."

Shelley's job involves reviewing, editing and sending mortgage applications to clients. In addition, she orders and reviews credit reports, appraisals, flood certificates and title work.

She works closely with loan officers, clients, paralegals, realtors, appraisers, underwriters and insurance agents until the loan is ready to close – after which she schedules the closing, prepares the closing package and reviews the settlement statement.