



## 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!

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### **Editorial Review**

From the Inside Flap

Now is the time to get started in commercial lending.

The residential lending market is soft, but the commercial mortgage sector is alive and well. If you've been struggling in the residential mortgage business, now is a great time to make the jump to more profitable commercial loans. In *Getting Started as a Commercial Mortgage Broker*, longtime real estate professional Peter Gineris puts you on the fast track to a six-figure income in commercial mortgages.

The first comprehensive guide dedicated solely to the commercial brokerage business, this book covers the entire process—from application to closing—and explains all the ins and outs of the industry. Step by step, you'll learn how to get started in the business on a full-time or part-time basis and how to build your business into a steady six-figure income. Best of all, in most cases, you don't need any special training, education, or licensing in order to practice. All you need is the straightforward guidance you'll find right here.

Gineris explains all the basics of commercial mortgages, then goes on to reveal his own inside secrets based on his many years of professional experience. No other book on the market gives you such proven, firsthand insight on commercial mortgages. Start reading and:

- Master the basic steps and learn the process
- Understand the various types of commercial loans
- Learn to present and submit winning loans to lenders
- Stay within legal and ethical guidelines
- Earn \$3,000 per month or more in your spare time
- Grow your business to a bigger, more profitable level
- Find your niche and corner your market

With low commercial interest rates, there's no better time to get into commercial mortgages than right now. If you follow the steps in this straightforward guide, you'll learn to make so much money it hardly seems fair. *Getting Started as a Commercial Mortgage Broker* is your gateway to a new, profitable career in today's real estate sector.

From the Back Cover

**Make Real Money, Real Fast**

*Getting Started as a Commercial Mortgage Broker* is the ultimate guide to making big money in no time at all. If you're currently struggling in the residential lending business or you're looking for a new career with six-figure potential, Peter Gineris will show you how to get started in your spare time and start making a bundle. Loaded with practical guidance and real-world real estate wisdom, this comprehensive, detailed guide shows you how to:

- Start lending as a profitable side business
- Find the right broker or lender to partner with

- Get the proper training and understand your responsibilities as a broker
- Sign up customers with brokerage and engagement letters
- Understand all the forms, paperwork, and mechanics of underwriting a loan
- Submit loan summaries and preliminary packages
- Deal with all types of lenders
- Lock in great rates and prices for your customers
- Find your niche and become the go-to broker in your category
- Grow your business from a side job into a big-time moneymaker

#### About the Author

**Peter J. Gineris** has worked in all facets of commercial real estate finance for more than twenty years, as a lender, mortgage banker, mortgage broker, real estate broker, and developer. He currently works as a mortgage banker and broker in Albuquerque, New Mexico.

## Users Review

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##### **Thomas Paris:**

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##### **Delores Keener:**

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