

## Dan Sampson

When it comes to helping buyers secure purchase loans, Dan Sampson, Senior Loan Officer with Inlet Mortgage Corporation in North Palm Beach, goes the extra mile for real estate agents. "REALTORS<sup>®</sup> are in the business of moving properties and it is my job to help them close," he remarks. With a business that is 95% purchase loans, (balance is in refinances) Dan Sampson is adamant about ensuring from the very beginning of the transaction, that all the i's are dotted and the t's crossed in order to prevent problems later. "Our motto" says Sampson, "No surprises at closing! I fully vet files upfront with all income documents from the buyer in writing. My success depends upon ensuring that the agents who recommend me, bring their clients an articulate and professional lender," he adds. Sampson's tactics of being completely

thorough include collecting W-2s, paystubs and other vital paperwork at the onset with the buyer. As a result he is able to not only prevent delays later, but is also able to provide a detailed approval, which will assist the REALTOR<sup>®</sup> in negotiating the price and making their client's offer a strong one, one which stands out from the crowd. All that goes into getting documentation early ensures the early approval and results in a positive experience for the buyer while ensuring a high closing ratio for the REALTOR<sup>®</sup>.

## Inlet Mortgage Corporation

Once the buyer is approved, and their offer has so I'm never stumped when someone asks about been accepted, Sampson still continues to stay in FHA's 4155 or the Seller Guide from Fannie frequent contact with his referring agents. "I'm Mae; it's my job to answer those questions with never far from my phone or email. Agents always authority," he states. know where their buyer's loan stands, so they Dan Sampson also gives back to the community can focus on other transactions. I work for the by devoting time for charities and community agents and their clients the same way I would services over the years. From working a charity work for a member of my family. I will spend the extra time to educate and explain all the moving refreshment tent at the Honda Classic Golf parts. I want the buyer to feel comfortable that Tournament, to supporting organizations he/she is getting the best loan and is working including Little Smiles, First Tee, and Quantum House, giving back is simply a way of life for with someone who has his or her best interests at heart. That's how I treat every loan, as if the Dan Sampson. buyer were my mother," he explains.

According to Dan Sampson, "I feel like I'm one Dan Sampson's track record for doing whatever of the lucky ones, because the work I do feels it takes to prevent hurdles and delays has enabled like anything but work. It truly is fulfilling for me him to build a thriving business, an earned him to help people purchase their home, whether it's his stellar reputation within the highly a second or third home or their ultimate dream competitive South Florida real estate market. home. I take very seriously the trust that people "With 99% of my new business coming from place in our team to help them secure funding. referrals, you can rest assured that I make the The key word is 'secure' and it's our mission to loan process simpler for our agent's clients to provide that sense of security for all parties understand," exclaims Sampson. involved in the process. Our compensation is just a by-product of doing right by my clients."

Always seeking new information and a commitment to continuing education in a Sampson said that he finds the work as rewarding sometimes rapidly changing real estate market, today as it was 15-years ago when he first became Sampson immerses himself in education and a mortgage broker and would be surprised if that passes that on to his clients. "I'm a guideline guy, ever changed.

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## "I treat every loan, as if the buyer were my brother...I do whatever it takes to make sure everything lands the way it took off."

## For more information about Dan, visit www.inletmortgage.com, email dan@inletmortgage.com or call 561-676-7565.