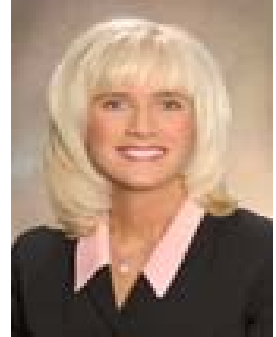


CLIENT PROFILE

Allycyn Bennett - April 2006

One of the most pleasant and outgoing people you will ever meet is Allycyn Bennett, a long-time client. The fact she is so affable is rather remarkable, because she spends her days, and typically her evenings and weekends, working as a professional mortgage broker. That is one of the most stressful and time-consuming occupations I can imagine.

Allycyn is a mortgage broker with REAL Mortgage in Newport Beach and has been in the mortgage industry for over two decades. When you are talking with her, it is immediately apparent that she loves her work, despite the long hours and demands of the profession. It is also evident she is in the top echelon of loan officers in the United States. She has been listed by an industry publication as among the nation's top 200 loan originators every year since the survey's inception. WOW!



Allycyn is a SoCal gal, born in Torrance and raised in Palos Verdes. Her experience as a foreign exchange student in Asuncion, Paraguay enamored her with the Spanish culture. She learned to speak the language fluently and thought she might become an attorney practicing international law.

Allycyn's introduction to mortgage lending occurred while she was at UCLA during an internship for the Federal Home Loan Bank in Washington, DC. "At the time I thought I wanted to go into law, so it was ironic I would be assigned to the 11th District Cost of Funds just when regulation occurred. I loved the marketing and financing aspects of the work. After graduation, I moved to Orange County and worked at Kaufman and Broad, getting invaluable exposure to financing, home sales, and related aspects of the business while I acquired my real estate license."

Allycyn is married and lives in Tustin with her husband, Tom, and two children, son Corbin, 12, and daughter Colby, 2. Tom is also in the mortgage business at Chase Manhattan, although he works in the back room. "He is amazed I am still so enthused about my work after all these years; most people burn out because of the stress," laughs Allycyn.

When asked how she maintains such a high level of career performance while juggling family responsibilities and a busy social life, Allycyn unassumingly responds that she thinks it is the passion she has for her work, her integrity, and her attention to detail that have helped her succeed in such a competitive business. "Of course, I love what I am doing, and that helps a lot, too," she adds.

Does she have any secrets for aspiring mortgage brokers? "I think it's important to be consistent and avoid performance peaks and valleys. People rely on you for what is probably the largest purchase in their lives--their home. With the hectic pace of the real estate market, you constantly have to be on top of things. You must stay current with new products and lending programs, and be able to coordinate a host of activities and details, keeping everything on schedule. Of course, you have to make sure you are on top of everything! Also, you have to learn to deal with disappointments and obstacles. Rarely does everything go off without a hitch, so you have to be fast on your feet and have "Plan B" ready."

Says Allycyn, "I am so grateful for the large referral base I have built up over the years. I have an excellent reputation and many great working relationships with people in the industry who know me and trust my judgment."

On meeting Karl: "I met Karl 10 to 12 years ago through a real estate agent friend of mine. About a year after meeting Karl, my husband and I switched all of our investments over to him. My husband is a huge car freak, so he and Karl get along very well."

With her tremendous work ethic and great listening skills, Allycyn will no doubt be as successful at teaching as she is in mortgage brokerage. We are so happy to have her and Tom as clients and friends. Allycyn Bennett can be reached at REAL Mortgage: 949/999-1006 or at Allycynb@realnewportbeach.com

We Listen