



# **Loan Officer Recruiting (How to Effectively Recruit, Hire, and Retain Mortgage Production Talent)**

*Mike Baker*

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Besides technology, quality control, customer service, the Internet and cost effectiveness, the most important, "cutting edge" strategy of the year 2000 and beyond is training managers to recruit and maintain top performers. Managers must be consistently feeding an effective recruiting system. This book gives you that system in the form of an action plan that calls for accountability. This step-by-step process promotes outstanding results and will guide you to having top performers in your company. Whether it's hiring new talent or going after the top players and superstars, this book will guide you through the entire process.

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