



Kickback: Confessions of a Mortgage Salesman

Ted Janusz

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I confess. I stole thousands of dollars. Maybe even thousands of your dollars. Oh, I was never tried and put in prison for it. What I did was perfectly legal. And it is done every day in professional-looking offices all across the country. But let me explain. I was a mortgage loan officer. (Actually, a senior loan officer.) You'd know my mortgage company. They advertise a lot- on the radio, billboards, and telephone directory covers. The same place the "ambulance-chaser" lawyers advertise. Looking for the naive, unsophisticated buyers. Many of my clients needlessly paid me thousands of extra dollars in fees on their mortgages and refinancing transactions. I no longer am in the mortgage business. By your reading this book, it is my hope that you can save hundreds or even thousands of dollars on your next mortgage or refinance transaction. I hope, by this book, to pay back at least some of the money I stole.



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