

REAL ESTATE

EXECUTIVE

Houston Edition

LENDER PROFILE



WHOLES MORTG LE GE
COMPANY INC

Wholesale Mortgage Company

Everyone Wins with Wholesale Mortgage Company

By Kate Sullivan-Conlan

A potential home buyer recently came to Ed Kampf's office at Wholesale Mortgage Company. She was disheartened because her retail bank had denied her home loan. Within 20 minutes, Ed had her loan approved through his wholesale lender — a lender, interestingly, who was with the same bank that had previously denied the loan.

This is the kind of service and negotiating power that Ed and Wholesale Mortgage Company provide their clients every day. They represent the national wholesale divisions of major lending institutions, and their preferred-lender status gives them access to the more competitive rates that, together with their own absolutely minimum fee, can make all the difference to their clients.

Driven by this mission to help their buyers, they are, as Ed says, "passionate about our business and compassionate about our borrowers' needs." They make sure that their clients get the best mortgage rates. Nothing demonstrates their commitment to their buyers' welfare better than the fact that Wholesale Mortgage Company has not had one buyer lose a house to foreclosure since 1998, a time span when the foreclosure market has been at record levels. Additionally, since its beginnings in 1992, Wholesale Mortgage Company, while funding over \$1 billion in mortgages, has had only satisfied customers and has maintained an unblemished record with the Better Business Bureau. Ed asserts, "I can't think of another mortgage company that can boast about having a perfect record for 15-1/2 years running." And he adds, "To me, mortgage financing will always be about helping people. I love my job!"

THE LOAN OFFICER TEAM

As broker-owner of Wholesale Mortgage Company, Ed has handpicked a team of experienced loan officers to serve their clients. In the otherwise cutthroat world of mortgage lending, this office works together, pooling knowledge and ideas. His core group of extremely talented loan officers — Denise Wargo, Janne Alt, Eric Strange, Lee Penn, Bonni Wooten, Arturo Ledezma, Monica Ealy and Evelyn Wade — mentor other, newly licensed loan officers. Ed continues their training and professionalization with tapes and CDs from national training companies, as well as his own teaching materials that he has developed over the years.

Unlike any other mortgage company, Wholesale Mortgage loan officers keep 100% of their commissions. With most mortgage companies, a percentage of the commission is shared with the broker, which invariably ends up as an expense of the borrower. So Ed's loan officers are able to compete and win in a very competitive market. As Ed explains, "When loan officers win, their clients win. When our clients win, we experience exponential growth via referrals."

To me, mortgage financing will always be about helping people. I love my job!

— Ed Kampf/Wholesale Mortgage Company

Despite so much current news about fraud in the mortgage business, Ed and his loan officers are able to earn the confidence of their clients. His loan officers unambiguously explain the options and processes of a mortgage loan to their clients, follow through with trustworthiness and close the deal. At their monthly sales meetings, Ed emphasizes enthusiasm and confidence. "I want our borrowers to know we are ready, willing and able to help them achieve their goals."

Sandra Corkern, after being divorced for several years and struggling to pay off college loans for three children as well as other debts, found Ed through a friend's referral. "When I talked to Ed, he was very candid but positive. He reviewed my financial situation and suggested certain steps to take over the next few months." She followed his advice and accomplished the goals they had established together; then Ed worked with her to secure funding for her home loan.

What did Sandra particularly like about Ed? "He never talked down to me or acted in a condescending manner because my credit was not the

Ed Kampf, broker/owner, stands proudly next to his "Wall of Fame." Since 1992, they have funded millions and millions of dollars and have been awarded by numerous lending institutions. At this rate, Ed realizes he will soon need a bigger wall just to make space to hang his future awards!



PHOTO BY JOE HELLIGER



Ed believes in the power of education in conjunction with enthusiasm, desire and sheer motivation to build a successful mortgage business. His monthly sales meetings are upbeat and filled with high energy, but most importantly, serve to educate and motivate his growing team of successful mortgage professionals.

best. He was always positive but frank. He explained all the different parts of the process so I became a much better informed borrower. He made me realize that I could do this!”

THREE KEYS TO SUCCESS

Their radio advertising emphasizes three things; their word-of-mouth referrals point to three things; Wholesale Mortgage Company stands for three things: experience, accountability, accessibility.

(1) Their experience comes from more than 15 years of financing over \$1 billion in mortgages.

(2) Wholesale Mortgage Company delivers what it promises, no surprises. Its perfect record with the Better Business Bureau is testimony to its accountability. They also participate actively in the Texas Association of Mortgage Brokers and the Greater Houston Association of Mortgage Brokers.

(3) Ed and his team of loan officers are accessible, returning phone calls immediately, seven days a week and attending all closings to ensure smooth transactions. Pat Merz, another homeowner-client of Ed’s, moved from South Dakota to Houston while her husband was working out of Dallas. Nevertheless, Ed made the mortgage process work. “Ed met with us on Saturday morning at our convenience and the paperwork was very simple and concise. He followed up with both of us and kept in touch. He came to our closing and everything went very smoothly.” Wholesale Mortgage Company is also accessible through its website, www.wholesalemortgage.com.

SERVICES AND CLIENTS — ESPECIALLY REAL ESTATE PROFESSIONALS

Who are the clients of Wholesale Mortgage Company? Ed answers, “Everyone. Most loan officers won’t finance loans under \$50,000. We will.

I never hesitate to refer clients to Ed. He is very knowledgeable, courteous and attentive to my clients’ needs.

— Suzanne Page-Pryde/Page-Pryde Properties

When loan officers win, their clients win. When our clients win, we experience exponential growth via referrals.

— Ed Kampf/Wholesale Mortgage Company

First-time buyers, investors, new construction, second homes, small-business owners.” Ninety percent of their business is residential, including primary-residence buying, refinancing and home equity lines of credit. They also handle small commercial cash-out lending and construction loans.

Ed and Wholesale Mortgage Company maintain an especially good rapport with Realtors. Ed, in particular, has a close relationship with the real estate industry. “I love Realtors. My dad was a Realtor-investor. I joined the Houston

Independent Real Estate Brokers Association in 1998, as an affiliate member. I consider my association with that group as one of the most professionally rewarding associations I’ve ever made in my life. I love being surrounded by forward-thinking professionals. They are leaders in the industry.”

Wholesale Mortgage Company offers Realtors full professional courtesy by waiving its fees for Realtors’ own personal financing. This win-win arrangement allows Wholesale Mortgage Company a wonderful way to showcase its products and services to Realtors; Realtors can then confidently refer their clients for the same great services. As Ed says, “I make a very good living from Realtors, not off Realtors.”

John Byerly, of John Byerly Properties, who has been in the real estate business for over 30 years, has been referring his clients exclusively to Ed for the last few years. The reason is simple. “Once I have referred my buyers, I know they will be in good hands. Ed will take care of any problems that arise and keep me informed as to the progress of the loan without my prompting. He is a no-nonsense kind of guy and a good man for any Realtor to have on their team.”

The experience of Suzanne Page-Pryde, of Page-Pryde Properties, has been similar. “I never hesitate to refer clients to Ed. He is very knowledgeable, courteous and attentive to my clients’ needs. He structures the type of loan and terms that help them achieve their goals. Ed’s great sense of humor is an added plus.”

THE WORK THAT HE LOVES

Ed’s enthusiasm for the real estate industry began in 1990 with the purchase of his first house. He immediately enrolled in real estate classes and earned his license, although he never practiced. One night he was conversing with Randy, his younger brother, who had founded Wall Street Mortgage. Randy said, “Ed, I have the best job in the world. I help people make their dreams come true.” He joined his brother in the mortgage business, and “I realized that I had found my true calling.”

With previous jobs, Ed had believed that “loving work was an oxymoron.” But in the mortgage business he became passionate about his work. He particularly loves talking to first-time buyers and investors. He has



Ed is pictured here back in 1965 with two of his brothers, Randy (left) and Leonard (center). Not only does he credit his brothers for being his first mentors and an integral part of his success, but also for the reason his front teeth are missing in the 1965 photo!

taught for the past three years at several real estate schools, and his energy and passion for his business continues to inspire his students.

In April of 2006, Ed converted Wall Street Mortgage to Wholesale Mortgage Company. Unlike many other mortgage companies, Wholesale Mortgage Company has weathered several economic cycles, including the refinance boom. Once that business dried up, many other companies were left unprepared and began downsizing. However, Wholesale Mortgage Company held steady and even grew because, according to Ed, “We positioned ourselves very strongly with Realtors, past clients, tax attorneys, divorce lawyers, financial planners, builders and investment clubs. Last year we began radio ad-

Ed will take care of any problems that arise and keep me informed as to the progress of the loan without my prompting. He is a no-nonsense kind of guy and a good man for any Realtor to have on their team.

— John Byerly/John Byerly Properties

Ed met with us on Saturday morning at our convenience and the paperwork was very simple and concise. He followed up with both of us and kept in touch.

— Pat Merz/Homeowner-Client

vertising.” Wholesale Mortgage Company was investing in its future, creating other streams of referral business. Ed says, “Bigger is better only if you remain true to your core values. We’ve always competed against the big guys and won. Now we are on track to become a big guy, but my formula for success will allow us to continue to give small-company personal attention, regardless of our size.”

For Ed and his team, the mortgage industry is a “people business.” They are in the business of building long-term, successful relationships with their borrowers, their Realtor-partners, builders and many others. With their enthusiasm for their mission — always underwritten by solid knowledge, accountability and hard work

— Ed and his team have propelled Wholesale Mortgage Company into the successful enterprise it is today and continue to build the quintessential mortgage company.

For more information about Wholesale Mortgage Company, call (713) 528-7100 or go to the website www.wholesalemortgage.com. ■

WHOLESALE MORTGAGE

COMPANY INC

Go **WHOLESALE** NOT RETAIL
WHEN SHOPPING FOR A MORTGAGE!

*Accessibility, Accountability & Experience...
For over 15 years!*

EDWARD KAMPF - Broker-owner TMB #43734
5959 West Loop South #110 Bellaire, TX 77401
713-528-7100 • www.wholesalemortgage.com