



NOVEMBER NOTES + NEWS

I could talk about the beautiful weather but I'd rather talk about my first place Wildcats salvaging the season with a few big wins this past month. Of course, I'd be remiss not to include the Sun Devils who also seem to be playing their best football now that we are more than halfway through the season.

You may ask yourself how teams that had such slow starts a few weeks ago now seem to be playing so much better. It's easy really. Athletes need time to gain the type of game-day experience they need to improve and properly execute. Practice is one thing but playing at actual game speed is invaluable.

It's the same in business. Don't rely on a computer program or a rookie lender to deliver a game-winning mortgage experience for your client. You need a veteran lending team that has the ability to make certain that you get the victories you need to succeed; every play, every time.

At Austin Bates VIP Mortgage, our team has the experience you need to win every time. If you'd like to learn more or want to huddle up on how we can deliver an extraordinary lending experience, call me today at (480)529-6254 or email me at austinb@vipmtginc.com.

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HOME DEMOLITION

Tearing down a house can create a few headaches for your client. Here's some good advice for any of your clients who plan to purchase a piece of property so that they can tear down and rebuild.

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TRENDS FOR 2019

Being competitive requires you to identify opportunities that come with getting ahead of trends. Here is some good information on market segments you may want to pursue in 2019.

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