



# **Be The Better Broker, Volume 3: The Nuts & Bolts, The Scripts and Skills to Convert the First Call to 'File-Complete!'**

*Dustan Woodhouse*

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Built on foundations set in the previous two volumes, *Be The Better Broker, Volume 3* is a detailed, step-by-step, guide to the client-broker experience.

From the opening question *What s your best rate?* to the two magic words "File Complete!" this book will give you access to the processes, scripts, and strategies used during hundreds of conversations addressing application intake, overcoming objections, the signing of the mortgage commitment, compliance, and insurance documents.

This book is your guide to building your resume, marketing, and advertising, along with a base of referring clients and all-out raving fans via one simple approach creating excellence throughout the client experience. Apply the principles and the scripts outlined in this book and you will be on your way to building your own 200+ file per year business.

You will increase your funding ratio!

You will increase your production!

The mantra of Volume 3 *File Complete!*

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