

TOP AGENT MAGAZINE



PATTI HANDY

Patti Handy got her start in corporate banking, and had many successful years in that industry, before she decided to switch careers. After having a child, she quickly realized that she needed to find something that took advantage of her financial background, but allowed her the flexibility she needed to be with her son. “I initially went into real estate after I left corporate banking, but when that wasn’t the perfect fit, I fell into the mortgage side of the industry and I haven’t looked back since.”

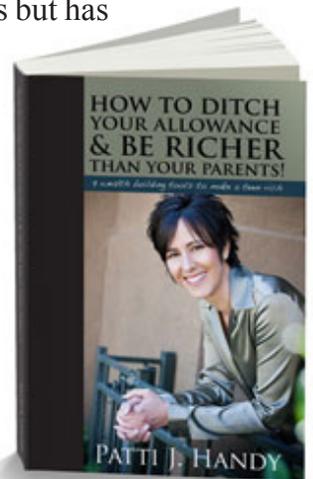
Since 2002, Patti has made a name for herself as one of Santa Clarita, California’s most trusted mortgage professionals. Three and a half years ago, she brought her talents to American Family Funding, a local direct lender, and it’s been an ideal match. “It’s just a well-oiled machine here. We have solid management, we are very tech oriented, and the processing, underwriting and funding are all seamless. My success is largely due to how quickly I can close, and the support I get here has been a key reason why I can achieve that. It’s a beautiful thing when clients are happy at the end of the process.”

Patti also credits her ability to look at her client’s complete financial picture as a large part of her success. “I have 30 plus years in the banking industry, I’m a past holder of securities licenses and I’m also a Certified Life Coach. This gives me a unique perspective when working with clients. When I’m able to focus on building a relationship with each client, I get a more thorough understanding of what mortgage products will be the best fit for them. I’m very committed to providing good communication, educating my clients and updating them throughout the entire process. I have a ‘home buying coach’ video library on my website (www.PattiHandy.com)

that walks people through the home buying process, every step of the way, from both the REALTOR® side and the lending side. For me it’s really all about educating, coaching, building relationships and in the end, maintaining those relationships.”

But her role as an educator doesn’t leave Patti when she isn’t working. Patti is extremely involved in her community and is particularly passionate about educating young people about money skills. She has spoken at various venues, teaching teens how to manage their money as they prepare to enter college. She has written a book on money matters as well- *How to Ditch Your Allowance and be Richer Than Your Parents*. “I hand them out to my clients and my referral partners. It’s a great way to not only educate, but to market myself as well. It’s a win/win for everyone. The client gets an informative book, we’re building relationships, and the entire industry benefits when we have well-educated consumers.”

Patti would like to grow her coaching work in the future, helping others get started in careers as successful mortgage advisors, a career that has not only brought her great success but has also allowed her to have a positive impact on the lives of others. “At the end of a transaction, I know that I’ve helped put someone in their dream home or help them save money by refinancing and that’s a great feeling. Most of my clients become friends. It’s allowed me to give back in ways I never imagined and that’s been perhaps the most rewarding aspect of this career.”



To learn more about Patti Handy, BRE # 01215943/00872257, NMLS # 1850/248480, call 661-618-1789, email patti@affloans.com or visit <http://pattihandy.com>

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