

**FOR IMMEDIATE RELEASE**

## **Indecomm Loan Origination Sales Tactics Training Series August Session Starts Next Week**

### **Highlights:**

- August Session of Indecomm's Loan Origination Sales Tactics online training course begins on 8/2/18, with early bird registration extended to 7/31/2018
- Early bird registration is available for the remainder of the 2018 Loan Origination Sales Tactics training sessions
- Industry Veterans Sue Woodard, Chief Customer Officer for Total Expert, and Joy K. Gilpin, Vice President, Compliance & Mortgage Learning for Indecomm, will be lead speakers for the Loan Origination Sales Tactics Webinar Training Series

**Edison, NJ – July 26, 2018** – Indecomm Global Services, a leading provider of business process as a service (BPaaS), software as a service (SaaS) technology, and learning solutions for the mortgage industry, offers new and sophomore mortgage originators and loan officers with training and resources to help build their business. Delivered by Indecomm Mortgage Learning, the Business Builder: Loan Origination Sales Tactics online training series is a four-session instructor-led online training course designed to help loan officers build their personal brand, navigate social media, and expand their referral network to grow their business.

The next session online training session begins on August 2, with early registration extended through Tuesday, July 31, 2018.

Lead instructors are industry veterans Sue Woodard, Chief Customer Officer for Total Expert, and Joy K. Gilpin, Vice President of Compliance & Mortgage Learning for Indecomm. Woodard addresses the state of the mortgage industry today and what top producers are doing in the field to maintain and grow their production in the current market. Gilpin will address the role that mortgage regulations play in lead generation and social media, and how to maintain compliance in these efforts. The interactive online training provides loan originators with an opportunity to ask questions in real-time, and access recordings and resources online for reference.

“This online training series zeros in on the tactical, compliant strategies that loan originators can use to grow their personal brand and referral network to build their business,” says Joy K. Gilpin, Vice President of Learning and Mortgage Compliance for Indecomm. “Our goal is to provide loan officers with a toolkit of information and resources that they can turn around and use the same day after leaving the session.”

Each monthly Loan Origination Sales Tactics Training Webinar session consists of four, 90-minute webinar classes focused on tools and strategies to generate new mortgage loan origination business, better navigate social media, and build business relationships for referrals.

Seasoned mortgage loan originators are also encouraged to attend and learn new strategies and ideas to add to their existing toolkit. The following 2018 sessions are open for online registration:

- **August 2018 Session – Starts Next Week**  
Meets weekly on August 2, 9, 16, & 23 at 1:00 pm ET
- **September 2018 Session**  
Meets daily on September 17, 18, 19, & 20 at 2:00 pm ET
- **October 2018 Session**  
Meets weekly on October 3, 10, 17, & 24 at 2:00 pm ET
- **November 2018 Session**  
Meets daily on November 6, 7, 8, & 9 at 2:00 pm ET

Regular registration is \$399 per person and includes four 90-minute webinar classes per session, interactive Q/A with the instructor, and online access to session recordings and materials. **Early bird registration** is **\$299 per person** for advance registration. As a value-add, all Loan Origination Sales Tactics Webinar Series registrants will receive a complimentary registration to Indecomm Mortgage Learning's **TRID for Loan Officers** eLearning course, a \$49 value.

To register for the Loan Origination Sales Tactics Webinar Series, visit <https://mortgage.indecomm.net/loan-origination-sales-tactics-training-webinar/>

To learn more about Indecomm Mortgage Learning, visit <https://mortgage.indecomm.net/> or email [marketing@indecomm.net](mailto:marketing@indecomm.net).

#### **About Indecomm Global Services**

Indecomm was founded in 2003 as a technology-enabled services company focused on high-speed document imaging technologies and automated data capture from structured and unstructured forms, with an innate ability to apply these technologies meaningfully to improve operational efficiency and client experience. We have been consistently ranked among the Global Top 100 IT and ITeS providers. With over 3,800 associates in 21 locations, Indecomm services its clients from global delivery centers and offices in the United States, Mexico, Costa Rica, the United Kingdom, India, Malaysia, Singapore, Indonesia, the Philippines, Mauritius, and the Cayman Islands. We have active business engagements with over 300 global clients, including 20+ Fortune 500 companies.

Visit <https://www.indecomm.com/> or call (732) 404-0081 to learn more.

#### **About Indecomm Mortgage Services**

Indecomm Mortgage Services is a leading provider of business services and technology for the US mortgage industry. With solutions for every stage of the mortgage lifecycle, Indecomm Mortgage Services provides outsourcing services, software as a service (SaaS) technology, and learning solutions to support the various needs of mortgage industry clients. With a proven track record of over 25 years in the mortgage industry, Indecomm partners with large and mid-sized lenders, servicers, and title companies as a trusted partner with a singular focus - helping them grow.

Visit <https://mortgage.indecomm.net/> or call (732) 404-0081 to learn more.

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