



# ALL / PROS

## SALES MEETING

**DATE & TIME:** February 12, 2020 @ 10:00am

**SPEAKERS:** Win Sasse, James Davis, Don Coleman, Mike Hartnett, Hunter Hartnett

**ATTENDEES:** Wanda Harris, Allan Ho, Eva Cline, Mina Wang, Linda Bell, Lorrie Terantino, Bill Gentry, Gerry Sessor, Marie Thompson, Michele Cericola, Luann Burns, Dee Magadinno, Chris Mangold, Maggi Davis, Jannice Chambers, Mark Spears, Doug Archer, Buddy Thomas, Kathy Young, Carol Brown, Fe Carolino, Brenda Armitage, Barbara Stevenson, Clay Birkhead, Tony Horner, Janez Hargrove, Wilma Alcantara, James Barrows, Stephen Kitchen, Mekia Pierre, Gayle Short, Ron Anoaia, Mary Bennett, Sharon Winchell.

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### OPENING:

1. Win opened meeting with following items:
  - 1) Public remarks – discussed difference between good vs. poor public remark descriptions.
  - 2) Announced Agents of Year Awards:
    - Chris Mangold (All Pros Real Estate Sales)
    - Luann Burns (All Pros Realty Sales and Volume)
    - Mary McClellan (All Pros Real Estate Volume)
  - 3) Announced January Agents of Month Awards:
    - Clay Birkhead (All Pros Real Estate Sales)
    - Patrick Venditti (All Pros Real Estate Listings)
    - Marty Bennett (All Pros Realty Listings)
    - Gerry Sessor (All Pros Realty Sales)

4) Introduced All Pros Affiliates/Partnerships:

- Don Coleman with Coleman & Coleman, PLC; Attorneys & Counselors at Law
- Mike Hartnett & Hunter Hartnett with Prime Lending; Home Loans (see attached information shared at meeting)

5) New Commission Plan Highlights:

- Existing agents are grand-fathered, new agents will start with new commission plan.
- Partnering With Affiliates: By partnering with our affiliates you receive 100% commission and pay only \$450 transaction fees for the first 3 sales (resets at anniversary date). Available to every agent.
- Winners Circle: After 10 sales, you qualify for the Winners Circle and pay only \$250 transaction fee per sale (resets at anniversary date).

**PRESENTATION & DISCUSSION:**

1. GUEST SPEAKER: Don Coleman with Coleman & Coleman, PLC; Attorneys & Counselors at Law (All Pros Affiliate) shared:

- New Staff Hires – We hired 7 new people and office space has been expanded. Will be changing some of our logistics (closings still occur upstairs but if you have a client who can't do the steps, we'll soon have a conference room downstairs to accommodate them). Ronnie Slaven is a new litigator we hired.

2. GUEST SPEAKER: Mike Hartnett & Hunter Hartnett with Prime Lending; Home Loans (All Pros New Affiliate) shared:

- Introduced their company as our new affiliate/partner for home loans and passed out information packets/pins regarding their company and what they do (see attached).
- Did a raffle for agents – Starbuck gift cards.
- Did Q&A for many topics, including that they do pre-approvals, they are partnered with list reports, and shared how cap renovation depends on home loan - sometimes a percentage amount; other times dollar amount. Typically used for knocking out walls, renovating kitchens, etc. Typically over 30 renovation types. Have stream line or full renovations.

- Buddy Thomas (agent with All/Pros) recommended them - said he's used them for 10 years without any issues.

### 3. BACK AGENT TRAINING:

- Wanda Harris asked agents to be watching for an email from BackAgent/Property Base with instructions on how to set up and login to their new account.
- James Davis walked agents through the process of logging in and shared training videos. Did Q&A with agents.
- Win Sasse shared how we're hoping to implement BackAgent starting March 1<sup>st</sup>, but we'll keep everyone posted. We will start with Real Estate side first and eventually will plan to go paperless with Property Management as well.
- Wanda Harris sent a follow-up email to all agents with information regarding setup email being sent from BackAgent, along with how to find the training videos from today's meeting.

# 2020 Real Estate Guide



## MAXIMUM LOAN AMOUNTS

Conventional	\$510,400	Up to 97% financing
FHA	\$458,850	96.5% financing Plus MIP
VA	\$510,400	100% financing Plus FF
VA Jumbo	\$1,500,000	Down-payment required
VHDA	\$390,000	Up to 101.5% financing

## HOMEOWNER'S INSURANCE ESTIMATES

\$150,000	\$85/month
\$200,000	\$105/month
\$250,000	\$128/month
\$300,000	\$147/month
\$350,000	\$168/month
\$400,000	\$196/month
\$450,000	\$209/month
\$500,000	\$232/month

Contact your insurance agent for the most accurate figures

## VA FUNDING FEE

Downpayment	Veteran	Reservist/National Guard
Under 5%	2.3% 1st time 3.6% 2nd time	2.3% 1st time 3.6% 2nd time
5%-9.99%	1.65%	1.65%
10% or more	1.40%	1.40%

## TITLE INSURANCE ESTIMATES

Lenders-Required -Range  
 \$3.48 Per \$1,000 + \$40 up to \$250,000  
 \$3.24 from \$250,001-\$500,000  
 \$2.88 from \$500,001-\$1,000,000

\*Owners-Optional, Range  
 \$3.68 Per \$1,000 + \$100 up to \$250,000  
 \$3.80 from \$250,001-\$500,000  
 \$3.50 from \$500,001-\$1,000,000

Note: Lower rates apply to higher purchase prices.  
 \*Contact closing agent for exact fees as these are estimates

## FHA MORTGAGE INSURANCE PREMIUM

Loan to Value	Fee
<= 95%	1.75% Upfront (can be financed) .80 Monthly Mortgage Insurance
> 95%	1.75% Upfront (can be financed) .85 Monthly Mortgage Insurance
Terms Less than 15 Years	1.75% Upfront (can be financed) .70 Monthly MIP if LTV > 90% .45 Monthly MIP if ≤ 90%

## HELPFUL WEBSITES....

VHDA	<a href="http://www.VHDA.com">www.VHDA.com</a>
PrimeLending	<a href="http://www.MichaelHartnett.com">www.MichaelHartnett.com</a>
Credit Info	<a href="http://www.NationalCreditRepair.com">www.NationalCreditRepair.com</a>
VA	<a href="http://www.VA.gov">www.VA.gov</a>

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## PrimeLending's VA Renovation Loan

*Imagine the Possibilities*

*Below is a detailed list of the types of renovations allowed for this exciting renovation program.*

### Allowable Repairs

- Maximum repairs 35% of the after complete value.
- Roof: repair or replacement (covering, underlayment)
- Gutters/downspouts: install/repair/replace
- Insulation: ceilings/walls/asbestos removal
- Weatherization items/repairs/improvements
- Siding/windows/doors
- Detached or Attached Garage - new build or repairs
- Paint: interior/exterior/lead paint abatement )by certified LBP contractor)
- Kitchen: all appliances/cabinets/ total
- Electrical: repair/replace/recondition all
- Plumbing: repair/replace/recondition all
- Repair/Replace HVAC or other systems
- Repairing or removing an in-ground swimming pool
- Landscaping
- Installing or repairing fences, walkways and driveways
- Mold remediation or mold removal
- Handicap accessibility improvements
- Flooring/subflooring/tile/carpet/wood
- Termite treatment/damage repair
- Repairing or replacement of well and septic-
- Foundation Repair
- Room Additions
- Finish Basements and attics
- Removal of outbuildings or old manufactured home

### Non-Allowable Repairs

- Repairs performed by the borrower
- Swimming Pool Installations (Repairs allowed.) No luxury items such as outdoor kitchens/ BBQs/Saunas, etc.
- Improvements that do not conform to the surrounding neighborhood
- Results in work not starting within 30 days after loan closing.
- Television antenna and satellite dishes.
- Improvements for Mixed Property Use
- SFR conversion to a 2 unit
- Relocated Property

### Project Completion

- Maximum completion time is 180 days.



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# ListReports

Over **175,000** real estate agents nationwide rely on ListReports for marketing tools that empower them to create lasting relationships and grow revenue.



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- ✓ Receive everything you need to win a listing, market a home, educate a buyer.

# ListReports

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Text-to-Lead Short Codes



Reusable Sign Riders

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★ YOUR HOME ★  
**OUR MISSION**  
VA LOAN PROGRAM

## WE CAN SAVE YOU HUNDREDS ON YOUR VA LOAN

Every year, PrimeLending helps thousands of veterans and active duty military men and women buy or refinance their homes through the VA home loan program. By working together, we can help you take advantage of your VA benefits to become a new or even more successful homeowner. Your VA Home Loan Benefits Include:

- No down payment
- Competitive Rates
- No Private Mortgage Insurance
- No Lender Fees\*

We know how to successfully navigate the VA loan process to provide you with a seamless, transparent experience from start to finish.

**CALL TODAY TO GET STARTED AND TAKE  
ADVANTAGE OF YOUR SAVINGS.**

**Office (757) 368-6774**

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**Hunter Hartnett**

Team Loan Originator

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\*All lender closing costs such as origination, processing, underwriting, and closing will be waived, borrower is still responsible for third party fees such as VA funding fee, title, and appraisal etc. Down payment waiver is based on VA eligibility. This offer is valid until 12/31/19. Savings only applies to direct originations made by PrimeLending for first mortgage purchase or refinance transactions, and is not available on loans obtained through mortgage brokers. Only one offer per loan transaction is available, and savings cannot be combined with any other offer. Savings will reflect on Closing Disclosure at closing. Borrower must lock their loan before 12/31/19. All loans subject to credit approval. Rates and fees subject to change. ©2019 PrimeLending, a PlainsCapital Company. (NMLS: 13649) Equal Housing Lender. PrimeLending is a wholly owned subsidiary of a state-chartered bank and is an exempt lender in VA. VU10316





# We Can Help You Nail Down More Sales

## Leave it to the Lender that Knows the Drill

Slow draws. Too-frequent inspections. Sound familiar? What if there was a simpler, faster way? There is when PrimeLending is handling the financing on a new construction home. You can feel confident knowing you'll have the money you need, when you need it, to build with us.

## Advantages of choosing PrimeLending:

- Funded ahead throughout entire project
- If a borrower defaults during construction, we'll still pay you to complete the project
- Quick and convenient draw process (within 3 days to builder)
- 10% advance at first closing
- Direct to account wires
- Simple registration process; no financial information needed
- Loan amounts up to \$1.5 million
- Lot loans available
- Borrower's signature not required for draw requests

## You Can Count on Us

Our streamlined construction loan process gives your business the advantage. Plus, when borrowers and builders work with us, they know we'll get the job done right and without delay.

You build. We finance. It's that's simple. Don't work hard for the money – work with PrimeLending.

**Let's talk about getting your business registered.**

**757-344-3366**

[www.michaelhartnett.com](http://www.michaelhartnett.com)



**Michael Hartnett**

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# Lock in the Perfect Piece of Land for Your Clients

## Allowing Borrowers to Buy Now, Build Later

If you have clients who've found the right piece of land for a new house but aren't ready to begin building just yet, I can help.

With a Lot Loan from PrimeLending, your clients can go ahead and lock in the land they want. This type of financing gives them time to decide on all the design details that will go into their new home.

Down Payment Requirement  
**25%\***

Maximum Loan Amount of  
**\$250,000**

## A Smooth Transition

I offer step-by-step guidance throughout the entire process so your clients can pursue their dreams.

**Get In Touch Today  
To Learn More.  
757-344-3366**

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\*Additional restrictions may apply. Contact your PrimeLending loan officer for more details.  
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