

### The Word from Gary

I am approaching a milestone in my life...**I am turning 40!** I know, I know...I hear you saying, "That can't be! He is so boyish and energetic." I assure you it's true. I say it is from good living. Mike says I am well preserved from my enjoyment of wine!

When I started in the mortgage business, **I was only 24 years old. I would never tell anyone my age.** I did everything I could to appear older. So I grew a goatee, started losing my hair and even started dating Mike who was nearly a decade older than me! (Okay, okay – it's really only eight years as he is quick to point out!)

**My first office was a converted broom closet** in a basement of an old bungalow on NE Broadway. The old cement walls were crumbling and a bare light bulb was hanging from the ceiling. Mike was determined to make sure I had a proper office, so he pulled out all of his "Design on a Dime" skills. We sponge painted the walls, installed track lighting and sprinkled fairy dust everywhere. Voilà...my first office was born.

**Having fun along the way has always been important to me.** Mike had the inspiration to create a fun mascot, but everyone around me said it wouldn't work. They told me humor doesn't work with mortgages. We thought that was crazy. **Ducks sold insurance, why couldn't monkeys sell mortgages?** Mortgage Monkey was born. We have had him dressed up as everything from Barbra Streisand to Abraham Lincoln. I am proud to say that humor does work after all!

It wasn't always all laughs though! To get Mortgage Monkey out there, I did a booth at Gay Pride for many years; but the first one will always stand out. **We were broke!** I couldn't afford to rent a tent so we just brought down card tables, unscrewed the sign off of the building, and abused the office copier to make a few fliers. I got a deal on almost too ripe bananas to hand out. The first day I got burnt like a lobster; my "creatively sourced" fliers took flight from gusts of wind; and the bananas were getting even riper. All of the sudden Mike started to yell at the crowds, **"Fruit for the Fruits!"** and tossed bananas right and left at anybody who looked our way. **I think it's safe to say we made quite an impression on people!**

The amazing part to me is knowing that many people reading this will remember my basement office! It fills me with joy to have known so many of you for so long. **The greatest gift of my career is the wonderful people I get to know.** I'm so excited for what the next decade will bring.

Two of the greatest parts of my life came together at the same time. **I met Mike the first week I started in the mortgage business.** Without him, I know the past 16 years wouldn't have been nearly as much fun! To celebrate my 40th we are going on our first cruise. I can't wait. Now, if I can just figure out how to start taking the years off that I tried so hard to put on in the beginning!



**The evolution of  
a hairline...**



**The original Mort Logo**





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## Inside:

### *Time flies when you are having fun!*

NMLS-40562 | CL-40562 | Northwest Mortgage Group, Inc. | Not all applicants will qualify. 



## *Change is Good!*

As we say around our home, “The only thing constant is change!” I am pleased to announce that my team and **I have joined forces with NW Mortgage Group**. Nothing will change for my client’s. You will still get great loans and the customer service I have built my career on, with the added benefit of having of a strong, homegrown company standing behind me.

After having my local company taken over by a large publicly traded one about three years ago, I’ve learned some valuable lessons. The most important one is that **dealing with a large corporate bureaucracy is not for me**. Throughout my career I have always focused on delivering the greatest experience possible for my clients. I believe an important part of that is working with local company, which puts your interests first instead of the shareholders.

Quite simply, **NW Mortgage Group is just much more my style**. They were recently featured in the Oregonian as one of the top places to work in 2013, a distinction they also garnered in 2012. I have known many of their key people for years and making this move feels like I’m coming home. They are not a division of some global behemoth bank, which is important to me. With focusing only on our market, they are able to react quickly to changes and to tailor products to suit the unique nature of our area.



In addition, I feel very fortunate to have my entire team by my side. We are keeping our beautiful office NW Portland. The biggest change will be the name out front on the sign. **Making a move without ever having to pack a box is definitely the way to do it!**

If you have any questions or know of anybody who needs advice, please do not hesitate to let me know. I am always happy to help - that’s what I am here for.

**PS – Please update your address books to: [Gary@nwmortgagegroup.com](mailto:Gary@nwmortgagegroup.com)**



Angie’s list



Google

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