



CENTER 
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FINANCIAL WELLNESS

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Upcoming Webinar



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UPCOMING WEBINAR

The Ultimate Guide to Real Estate Investing: Part 1

August 26, 2020 | 1 PM CT

FREE! REGISTER TODAY

 **NATIONAL
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REALTORS**[®]

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PPP Applications Extended Until August 8, 2020

www.nar.realtor/center-for-realtor-financial-wellness



Presenter: Tim Vohar
REALTOR®, Managing Broker - Norfolk
Director of Education & Training
Graduate Realtor® Institute



BERKSHIRE HATHAWAY | Towne Realty
HomeServices



Presenter: Sarah Stedfast

Venture President/Sales Manager,

NewTowne Mortgage

Norfolk, VA

 **NEWTOWNE MORTGAGE**



Building a Better Banking & Financial Relationship – A Guide for REALTORS®

Tim Vohar, BHHS Towne Realty

&

Sarah Stedfast, NewTowne Mortgage

Today's Agenda

- Mortgage Lending ~ Loan Officers
- Financial Institutions ~ Private Banking
- Financial Planning
- Questions to ask ALL Financial Professionals with whom you will work

Selecting a Lending Institution (Mortgages &/or Loans)

Why does it matter?

What should I ask?

How will it help me?

What services do I need from a lending institution?

- Customer Service and Support from the Loan Officer to the Processors and Underwriters
- Diversity of Loan Programs
- Financial Calculator Apps - online banking, mortgage app, calculator
- Familiarity with the people you are working



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Selecting a Financial Institution

(Banks ~ For Profit &
Credit Unions ~ Not for Profit)

Why does it matter?

What should I ask?

How will it help me?

Services and Benefits to look for in a financial institution?

- Customer Service and Support
- Checking/Savings/Money Market
- Business Account Management/Credit Card
- Electronic Funds Transfer(EFT) Fees and Apps
- On-line Only or Brick & Mortar as well



How often should I visit (if Brick & Mortar)?

- Frequently enough to be familiar by face (maybe even by name)
- Trying to Establish connections with Reception, Tellers, Personal Bankers
- To do something you would usually ask Google, Siri, Alexa
 - Rates
 - Routing Numbers
 - App usage



Working with a Private Banker

- Can my credit score affect my ability to borrow or qualify?
- Are they affiliated with my lender's entity or a third party?
 - Should I ask how they are compensated?
 - Do I get anything in return?
- Is it common to get notified of a special offering or service?
 - Example – If I want to apply for the next round of PPP funding; is it common for them to reach out to me? – If not, how can I build that relationship?

Selecting a Financial Planner (Retirement & Investing)

Why does it matter?

What should I ask?

How will it help me?

Important Questions to Ask ?!

- What should I look for in terms of their experience, background and track record?
- What fees do I pay/incur?
- Will they take my risk tolerance into consideration?
- What certifications should I be looking for?
- Should I get a written agreement outlining services and the fees?



Questions to Ask anyone helping you with Financial Components of your Real Estate Business...

- How will they be customizing their service to meet my needs?
- What should I look for in terms of good communication?
- Should I consider how many clients they are currently working with?
- Does the advisor take custody of, or have access to, my assets?
- How should they be helping me achieve my financial goals?



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**PLATFORM SITE:
FINANCIALWELLNESS.REALTOR**

Hear Testimonies



How to Secure Your Business Through the CARES Act

Video

Hear directly from quick-acting REALTORS® who successfully obtained PPP Business Loans or Economic Injury Disaster Loans (EIDL).

April 23, 2020



Pandemic Unemployment Assistance Guide

Video

Two labor and employment attorneys and two REALTORS® share their expertise and offer advice on the unemployment application process.

May 1, 2020

www.nar.realtor/center-for-realtor-financial-wellness

Additional Resources: nar.realtor/right-tools-right-now





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