

# TOP AGENT MAGAZINE

## Dan Sampson



When it comes to helping buyers secure purchase loans, Dan Sampson, Senior Loan Officer with Inlet Mortgage Corporation in North Palm Beach, goes the extra mile for real estate agents. “REALTORS® are in the business of moving properties and it is my job to help them close,” he remarks.

With a business that is 95% purchase loans, (balance is in refinances) Dan Sampson is adamant about ensuring from the very beginning of the transaction, that all the i’s are dotted and the t’s crossed in order to prevent problems later. “Our motto” says Sampson, “No surprises at closing! I fully vet files upfront with all income documents from the buyer in writing. My success depends upon ensuring that the agents who recommend me, bring their clients an articulate and professional lender,” he adds.

Sampson’s tactics of being completely thorough include collecting W-2s, paystubs and other vital paperwork at the onset with the buyer. As a result he is able to not only prevent delays later, but is also able to provide a detailed approval, which will assist the REALTOR® in negotiating the price and making their client’s offer a strong one, one which stands out from the crowd. All that goes into getting documentation early ensures the early approval and results in a positive experience for the buyer while ensuring a high closing ratio for the REALTOR®.

“I treat every loan, as if the buyer were my brother...I do whatever it takes to make sure everything lands the way it took off.”

## Inlet Mortgage Corporation

Once the buyer is approved, and their offer has been accepted, Sampson still continues to stay in frequent contact with his referring agents. “I’m never far from my phone or email. Agents always know where their buyer’s loan stands, so they can focus on other transactions. I work for the agents and their clients the same way I would work for a member of my family. I will spend the extra time to educate and explain all the moving parts. I want the buyer to feel comfortable that he/she is getting the best loan and is working with someone who has his or her best interests at heart. That’s how I treat every loan, as if the buyer were my mother,” he explains.

Dan Sampson’s track record for doing whatever it takes to prevent hurdles and delays has enabled him to build a thriving business, an earned him his stellar reputation within the highly competitive South Florida real estate market. “With 99% of my new business coming from referrals, you can rest assured that I make the loan process simpler for our agent’s clients to understand,” exclaims Sampson.

Always seeking new information and a commitment to continuing education in a sometimes rapidly changing real estate market, Sampson immerses himself in education and passes that on to his clients. “I’m a guideline guy,

so I’m never stumped when someone asks about FHA’s 4155 or the Seller Guide from Fannie Mae; it’s my job to answer those questions with authority,” he states.

Dan Sampson also gives back to the community by devoting time for charities and community services over the years. From working a charity refreshment tent at the Honda Classic Golf Tournament, to supporting organizations including Little Smiles, First Tee, and Quantum House, giving back is simply a way of life for Dan Sampson.

According to Dan Sampson, “I feel like I’m one of the lucky ones, because the work I do feels like anything but work. It truly is fulfilling for me to help people purchase their home, whether it’s a second or third home or their ultimate dream home. I take very seriously the trust that people place in our team to help them secure funding. The key word is ‘secure’ and it’s our mission to provide that sense of security for all parties involved in the process. Our compensation is just a by-product of doing right by my clients.”

Sampson said that he finds the work as rewarding today as it was 15-years ago when he first became a mortgage broker and would be surprised if that ever changed.

For more information about Dan, visit [www.inletmortgage.com](http://www.inletmortgage.com), email [dan@inletmortgage.com](mailto:dan@inletmortgage.com) or call 561-676-7565.