

**ESSENTIALS
CUSTOMIZED TRAINING
FOR WMBA – MILWAUKEE CHAPTER**



Selling Skills for Loan Officers

Format: 3 hr. Live Training Session

Description: This workshop will focus on tools and techniques that loan officers can immediately use to improve their business results.

Participants will be challenged to analyze their marketplace, develop creative networking and prospecting strategies, differentiate themselves through branding, and set achievable goals using the S.M.A.R.T technique.

Date: Wednesday, September 17

Time: 1:00pm – 4:00pm Seminar

**Location: Bullwinkle's Restaurant
20290 W Blue Mound Road
Brookfield, WI 53045**

Note: Members unable to attend the training are welcome to come to the social event

**Questions? Todd Snodgrass
Todd.Snodgrass@essent.us
414-406-1694
Account Manager
Essent Guaranty**