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Subject: Reg Z - Truth in Lending

Comments:

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I am asked by my POTENTIAL customers all the time "how can I make money when I give them a quote with 0% origination fee, 0% discount points, no application fee, no processing fee and no other fee to them yet still give them a rate that is in line with what they were quoted by their bank with high fees and upfront, non-refundable costs?" When I gladly and willingly take the time to explain yield spread premium to them, their reply is a collective appreciation for being referred to an experienced mortgage broker who knows how to save them money. (not to mention who knows how to give them better service also)