

## Michael Varshavskiy

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### EXPERIENCE:

#### **City Wide Home Loans, Englewood, Colorado**

*Wynn Loan processing/Fulfillment April 2013-Sept 2013*

- Earned the relationships of 45 customers within the first 2 weeks
- Held a pipeline of 62 and currently growing
- Designed a job aid for new recruits from start to finish on how to process with Alliant which replaced the job aid my management and training was using
- Learned **EOriginator**, as well as working with **LP, DU** and **Mavent**
- Developed a “flow” to manage a full pipeline with 30 calls a day on average

#### **Wells Fargo Home Mortgage (WFHM), Denver, Colorado**

*Loan Processing Team Lead 2012-2013*

- Manage customer relationships for 225 loans
- Analyze and design customized step by step standard for all new teams switching processing programs from **C.O.R.E.** to **L.I.S. Eimage E.L.F.** startup site
- Co-Manage a team of processors and support staff train them in **BSG** to ensure optimal level of efficiency and service with all WF customers
- Develop new, innovative, and cost-effective processes to overcome unavoidable time delays

#### **National Agent Alliance, N.A.A., Denver, Colorado**

*Lead Staffing Agent NAA207406, 2011-2013*

- Compiled insurance reports for client account reviews
- Created comprehensive plans for clients and processed manually
- Made recommendations for clients based on updates to their financial needs
- Held seminars educating clients on financial needs and existing options to cover them
- Prospected for new clients through centers of influence, warm/cold calling, referrals, and networking through all means on and offline.

#### **American Income Life, A.I.L., Denver, Colorado**

*Supervising Agent Q2311 (Recruiting) 2010-2011*

- Proactively built partnerships with existing clients while continuously prospecting new quality agents.
- Created comprehensive coverage plans for clients using **Eapp** software
- Credited with AIL North American top 10% for hitting producer goals.
- Performed competitive analysis between products offered within company comparing to products offered industry wide

#### **Colorado Mortgage Holdings LLC, Centennial, Colorado**

*Loan Officer-100023191, 2008-2012*

- Extensive knowledge of programs such as **CalyxPoint, LP**, and **DU** in order to assist in processing as well as originating personal sales
- Knowledge of Gov. loans (**FHA & VA**) and **Conventional** products
- Pre-Underwrote clients preparing them for future questions and documentation that may be required
- Received training from top producing brokers as a result of hitting sales goals

**Dish Network/EchoStar, Greenwood Village, Colorado**

Retail Analyst II 2006-2009

- Use of **Oracle, Sales Comm, CSG, Qfiniti, Filenet, and Excel** programs
- Professionally assist retail stores with financial analysis compiling options between advertising programs and product line importing
- Mainly assisted “Mom and Pop” shops and corporations like Radio Shack
- Keep records and files(included data entry as well as customer satisfaction)
- De-escalated issues as well as represented the company in CES tech show

**SKILLS:**

- Extensive knowledge of : **Microsoft Office, Core, Eimage, Electronic Loan Filing(ELF), BSG, LIS, LP, DU, CalyxPoint, Eapp, Oracle, Sales Comm, CSG, Qfiniti, Filenet, Mavent, EOriginator**
- Bilingual: **Russian, English**
- Knowledge of Advertising, Graphic Design, and Layout- **Maya, 3-D Vue, Poser, any and every Adobe program**
- Visual/Audio presentation- **PowerPoint, Photoshop, Excel**
- Motivational- Public Speaking, Persuasive and Assertive, Leadership and Counseling
- Strong attention to detail, self-starter, anticipate potential issues, challenges, problems and have solutions for them

**CERTIFICATIONS:** Mortgage loan officer, Life, Health, Disability and Accidental Insurances

**ACTIVITIES:**

\*Independent Business Owner in **ACN** (Multi-Level Marketing) achieving Executive Team Leader (**ETL**) position within the company. 2011-2013\*

Ronald McDonald house, Hyatt Soup Kitchen, and March of Dimes 2008-2013

Council of Clubs and Youth Group Chairman 2008

**EDUCATION:**

**Community College of Aurora CCA,**

Aurora, Colorado 2008

Associate of General Studies

**References:**

*Anastasia Oksenova (prior co-worker)*

*QC Underwriter Cherry Creek Mortgage*

*303-668-6003*

*Erik Carabella (co-worker)*

*Wells Fargo Home Mortgage Processor*

*720-318-0728*

*Dmitri Gershman (co-worker)*

*AIL Life Insurance/ACN (MLM)*

*303-246-1290*