

# THE PRE APPROVAL

DON'T JUST BE PRE-APPROVED: BE PRE-APPROVED, EDUCATED AND INFORMED

## INITIAL PHONE CONVERSATION

We like to start out every pre-approval with a quick 5 to 10 minute conversation or meeting where we **get an idea of your goals, price range and financial situation.** This allows us to answer any questions you may have as well as tailor specific scenarios for each client's personal situation.

The next step is to **complete the informational portion of the loan application.** This is where we obtain client's legal spelling of names, residence history, and employment related information. We also ask for **financial data** so we can have our team underwriter do actual calculations not just ball park figures.

## APPLICATION AND DOCUMENTS

## STRATEGY MEETING

This is where the fun begins! Now that we have all of the down to the penny figures and our underwriter has given us the thumbs up we can start looking into detailed scenarios. We'll **provide a variety of loan options at varying price points** so you can start to get an accurate idea of what your financing would look like in your new home. We use these initial options as starting points and we like to **set up a meeting in our office** or over the phone to discuss the details of each scenario, get rid of the ones that aren't perfect and narrow down a specific game plan for your new home purchase.

At this point you have the pre-approval document, but more importantly **you can look at homes you know you will qualify for,** already have a great idea how you will structure your loan and know the details most buyers don't find out until they are in escrow. This gives you the confidence to act quickly if necessary as well as the peace of mind needed to make an educated decision **for your new home purchase.**

## PRE-APPROVAL ISSUED AND GAME PLAN ESTABLISHED

**TEAM MEMBERS INVOLVED IN THE PROCESS**  
(CONTACT US AT ANYTIME WITH QUESTIONS!)

**RH** | REGAN HAGESTAD  
MORTGAGE GROUP

310-607-0131 | [rhagestad@WatermarkHomeLoans.com](mailto:rhagestad@WatermarkHomeLoans.com)  
[www.WelcomeToRegan.com](http://www.WelcomeToRegan.com) | [matthew.disalvo@WatermarkHomeLoans.com](mailto:matthew.disalvo@WatermarkHomeLoans.com)



REGAN HAGESTAD  
VICE PRESIDENT  
NMLS 57351



MATT DISALVO  
MORTGAGE BANKER  
NMLS 1416809