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MORTGAGE®

UNLOCK POTENTIAL



www.churchillmortgage.com/unlock-your-potential

POWERING PERFORMANCE: NATIONAL PRODUCTION

KELLY LEE



CHURCHILL
MORTGAGE®





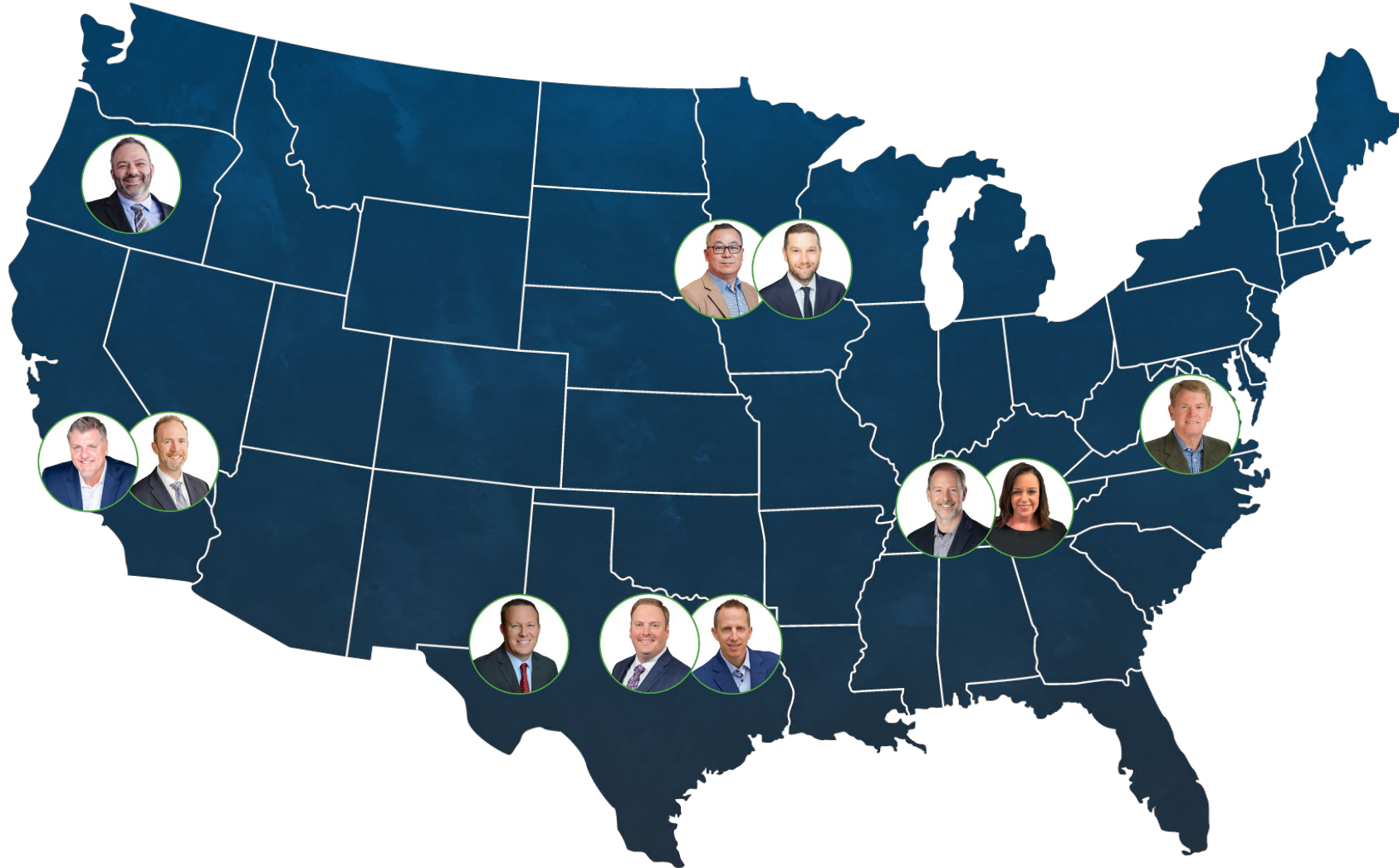
UNLOCK YOUR POTENTIAL



KELLY LEE

SVP, National Production

REGIONAL LEADERSHIP





UNLOCK YOUR POTENTIAL

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UNLOCK YOUR POTENTIAL

QUESTIONS?



NO POINTS AT THE 50-YARD LINE

MATT CLARKE



CHURCHILL
MORTGAGE®





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MATT CLARKE

President and COO



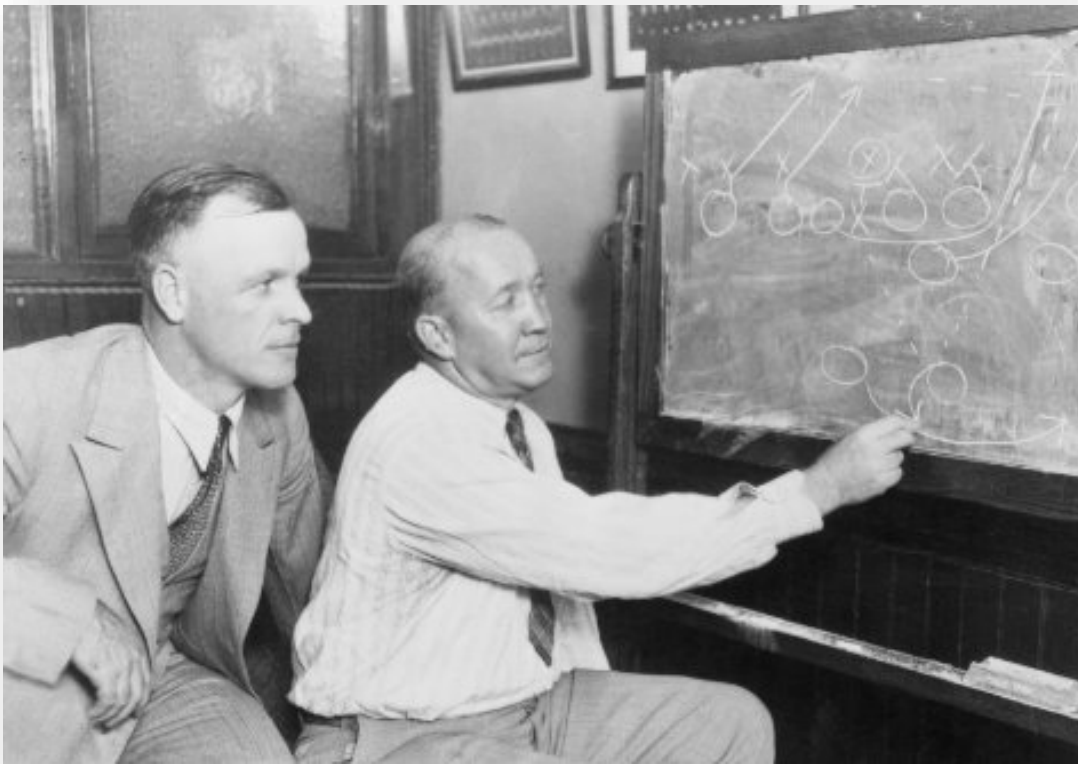
#1 LSU AT #2 ALABAMA
BRYANT-DENNY STADIUM - TUSCALOOSA, AL

- LSU won that game 9 – 6
- The next meeting, in the National Championship, Alabama won 21 – 0
 - Alabama made the **necessary adjustments** and executed.
 - They attacked LSU's best players – turned their strength into a competitive advantage.
 - LSU didn't cross the 50-yard line until there was just 7:53 left in the game

No points for getting to the 50-yard line



- You must have a **game plan** – winning is not accidental.
- Study the playbook



BE THE EXPERT



BRING YOUR OWN PARTY



...the advantage. ¹² Moses' arms soon became so tired he could no longer hold them up. So Aaron and Hur found a stone for him to sit on. Then they stood on each side of Moses, holding up his hands. So his hands held steady until sunset. ¹³ As a result, Joshua overwhelmed the army of Amalek in battle.

TRUST YOUR TEAMMATES

***IT'S ALWAYS TOO
SOON TO QUIT***





- Most people run to a pre-determined end point... and it's not far enough.
- Endurance is not accidental – show up prepared.



People stop just before they score because the *resistance is stronger* the closer they get to the endzone.

UNLOCK YOUR POTENTIAL

Run like there is no end line
— run *through* the endzone —
everyone else is watching.





**UNLOCK
POTENTIAL**





GIVEAWAY!

MIKE HARDWICK



CHURCHILL
MORTGAGE®





UNLOCK YOUR POTENTIAL



MIKE HARDWICK

Founder and CEO

HOW THE GIVEAWAY WORKS:

- You will be given three different numbers throughout the two-day event
- Once you have your third number, you will input the code to unlock your chance to win a prize
- At the end of tomorrow, the winners for all the prizes will be announced live



[www.churchillmortgage.com/ unlock-your-potential](http://www.churchillmortgage.com/unlock-your-potential)



GRAND PRIZE



1x: *\$2,000 at Marriott + \$1,000 at American Airlines*

ADDITIONAL PRIZES



1x: *Apple 11-in iPad Air
or \$550 Best Buy Gift
Card*



2x: *Apple AirPods Pro 2
or \$250 Best Buy Gift
Card*

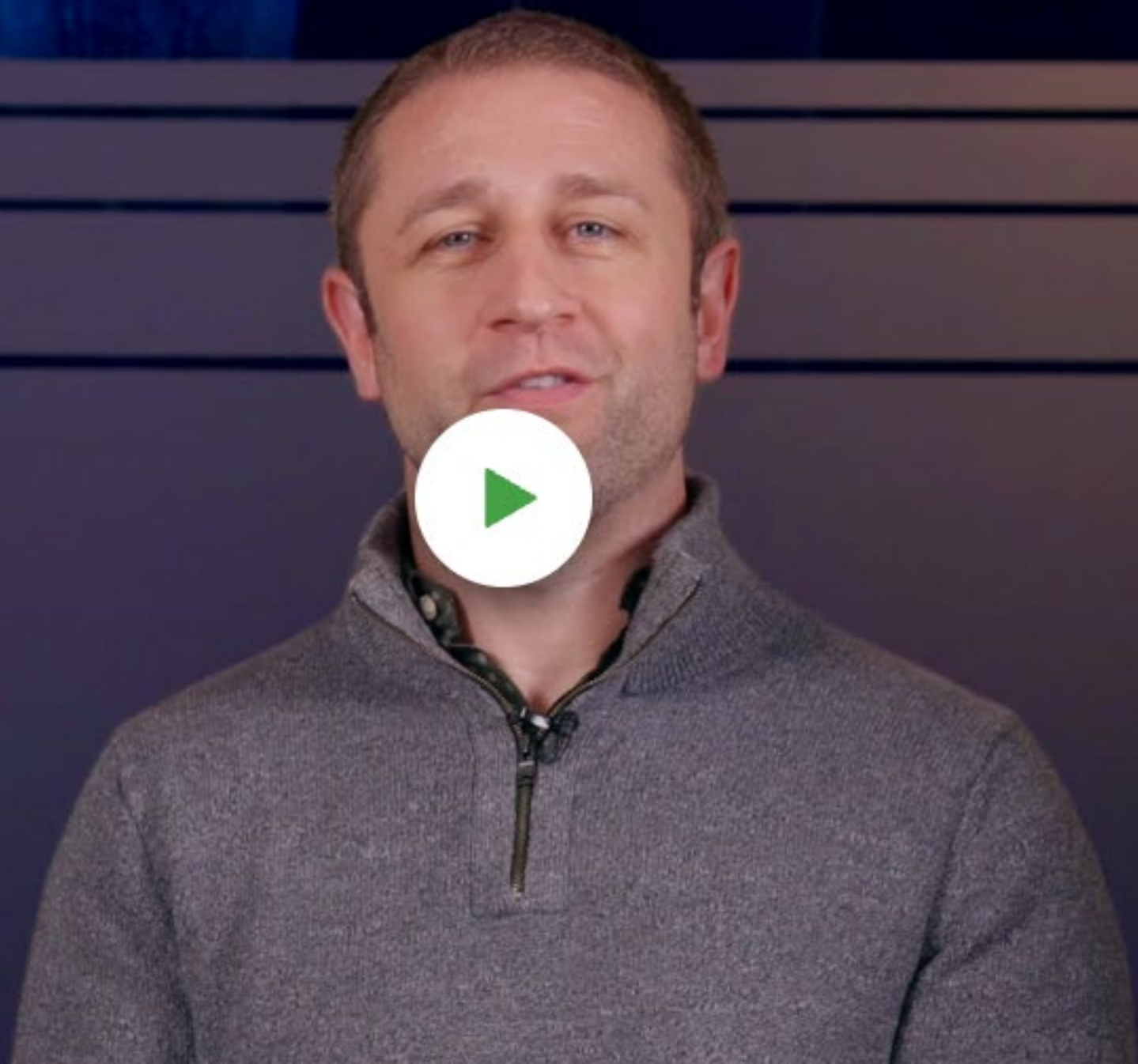


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NEW HLS WEBPAGE DESIGN

WHITNEY BLESSINGTON



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MORTGAGE®



UNLOCK YOUR POTENTIAL

NEW PERSONALIZED CHURCHILL WEBSITE

Share this with your customers to have all their resources right at their fingertips. They'll have direct links to:

- Your Digital Business Card
- Your MyChurchill Application
- Your MyChurchill Portal
- Schedule an Appointment Link
- Monthly Mortgage Calculator – NEW!
- Map of where you are licensed – NEW!
- Document Checklist and Resources custom branded with your info – NEW!

Your Home Loan Expert
Kevin Watson
 Branch Manager - Brentwood

NMLS ID: 590092 · Company NMLS ID: 1591
www.nmlsconsumeraccess.org

4.96/5 · 506 Reviews

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kevin.watson@churchillmortgage.com

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[Save Kevin's Contact](#)

1749 Mallory Lane, Brentwood TN 37027

Proudly Serving: Alabama, Colorado, Georgia, Idaho, Ohio, Rhode Island, Tennessee, Wisconsin, Virginia, Florida, Washington

[Refer a Friend](#)

506 REVIEWS
4.96 AVG. RATING

Regardless of your starting point, I commit to provide you expert mortgage advice, get you on the smartest path to homeownership, and ultimately, help you reach your financial goals.

Calculator Resources

Purchase Price
 \$350,000

Interest Rate
 7.25%

Loan Term
 30 Years

Down Payment
 \$20,000

\$2,251.18
 Monthly Payment
 (Principal & Interest Only)

Number of Payments: **360**

Kevin in the News!

May 24 | U.S. News & World Report
 What is an FHA Appraisal?

William Kevin Watson NMLS ID # 590092; Company NMLS ID # 1591 [www.nmlsconsumeraccess.org] AL-06041, CO-0411000-03045, Churchill Mortgage Corporation, 1749 Mallory Lane, Suite 100, Brentwood, TN 37027, Tel 615-370-8888, Regulated by the Division of Real Estate, FL-002972, CA-003031, under company license CA-23146, ID-MLO-14736, OH-LD-043071000 under company license Oh-04307100000, TN Mortgage Loan Originator License, Licensed under Rhode Island Licensed Lender License, SC-MLO-980082, TN-0032276, WA-MLO-060062, WI-060062, VA-MLO-1468046, Churchill Mortgage Corporation of the All other states, Churchill Mortgage Corporation, TEXAS CONSUMERS: [MORE INFO](#) | [eSign Disclosures](#)

As a responsible lender, Churchill Mortgage is committed to the principles outlined in federal and state lending laws ensuring all potential borrowers have access to the same information, services, and opportunities throughout the home loan process.

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UNLOCK YOUR POTENTIAL

MORTGAGE CALCULATOR & MAP

We've added a mortgage calculator directly on your page to share with customers.

A map of your licensed states is now visible, along with a referral request!

and ultimately, help you reach your financial goals.

Calculator Resources

Purchase Price

\$350,000

Interest Rate

7.25%

Loan Term

30 Years

Down Payment

\$20,000

\$2,251.18
Monthly Payment
(Principal & Interest Only)
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Proudly Serving: Alabama, Colorado, Georgia, Idaho, Ohio, Rhode Island, Tennessee, Wisconsin, Virginia, Florida, Washington



Refer a Friend



In addition to Mortgage Calculators, clients can also access personalized marketing materials right from your page – no setup needed!


In addition to Mortgage Calculators, clients can also access personalized marketing materials right from your page – no setup needed!

Calculator
Resources

Select A Document To Preview

1. Document Checklist ✓


2



Document Checklist

The following documents will be needed for loan approval. We recommend you bring assembling these documents. You are not required to provide any documents designed to protect a bank's interests.

<p>Documents Required for Your Loan:</p> <ul style="list-style-type: none"> <input type="checkbox"/> Driver's license(s) <input type="checkbox"/> Your paystubs covering the last 30 consecutive days <input type="checkbox"/> W-2 forms for the last 2 years <input type="checkbox"/> Last 2 months of bank statements <p>If Refinancing:</p> <ul style="list-style-type: none"> <input type="checkbox"/> Most recent mortgage statement(s) for your current loan(s) for all properties <input type="checkbox"/> Hazard insurance information: a copy of your hazard insurance declaration page or provide the name, company, phone number, and policy number for your homeowners insurance. <input type="checkbox"/> Copy of current Title Insurance policy <input type="checkbox"/> Copy of HUD Settlement Statement or Closing Disclosure and Note from your last transaction <input type="checkbox"/> Recent credit letter and last 2 years of 1099s, if applicable 	<p>If Purchasing:</p> <ul style="list-style-type: none"> <input type="checkbox"/> Fully executed sales contract and earnest money check <input type="checkbox"/> Copy of sales contract or existing home if you are selling current home <p>Additional Information That May Be Required:</p> <p>Social security card(s)</p> <ul style="list-style-type: none"> <input type="checkbox"/> If you are not a US citizen, a copy of the front and back of your green card(s) <input type="checkbox"/> Award letters for any social security and/or disability income <p>Self-Employed:</p> <ul style="list-style-type: none"> <input type="checkbox"/> Last 2 years personal federal income tax returns with all pages and all schedules <input type="checkbox"/> Last 2 years business federal income tax returns with all pages and all schedules <input type="checkbox"/> Copy of business license, if applicable <input type="checkbox"/> 3 months business bank statements, if applicable <input type="checkbox"/> Profit and Loss statement, if applicable <p>Assets:</p> <ul style="list-style-type: none"> <input type="checkbox"/> Last quarterly statement for all fixed other asset accounts including but not limited to 401k, IRA, stock and mutual fund
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Kevin Watson

Mortgage Loan Specialist


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As Heard On





William Kevin Watson NMLS ID #: 690092, Company NMLS ID #: 1691 InvestmentSourceMortgage.com LLC, 86006, ©2014-2015 Churchill Mortgage Corporation, PMA Rating Level: Seller 100, Best Interest: TM 07/27/14 01:07:00 BBSB Regulated by the Division of Real Estate, FL 17(2)(7)(3), 01/04/18/17/1 under various licenses CH 2316, CD 1412-D 1475, CIRCULATORY 1001, under various terms see the attached 1001-A Mortgage Lender Origination Contract, Licensed under RMLO bond contract under license SC 16-01, BONDED TRAFFIC RIGHTS, MORTGAGE SERVICE, WF 000003, PMAT 1412-HABENVA Churchill Mortgage Corporation of The All of the states, Churchill Mortgage Corporation.

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PAB MEMBER



JORDAN HEATHERLY
HLS





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