

## Sample Ontario Mortgage Agent Course Exam Questions

If there were one advantage that would make a significant impact on the growth of your real estate portfolio, what would that be? If you are just starting out as a real estate investor, what anxieties or worries might you have? What expertise in particular would help you understand market fundamentals and help you achieve your goal of becoming a successful investor and attaining financial freedom? If you're an experienced investor, what systems do you have in place to support your growth without making costly mistakes? Have you built up a proper support team? If you are a successful real estate agent, with experience in residential property, what could you do to enhance that success in both personal and professional growth? Have you thought about how real estate investing can help you and your business? The answer to these questions lies in a very special kind of relationship-the relationship between the real estate investor and the real estate agent. Real Estate Riches is designed to provide investors with insights into the skills and services that a knowledgeable agent can provide-one who specializes in meeting the needs of the investor by understanding the investor's mindset, vision, and goals to allow them to focus on the larger aspects of their business. Real Estate Riches is also intended to illustrate to the agent what an investor's business looks like-from the different strategies and types of properties the investor focuses on, to the specifics of investment towns, neighbourhoods and streets, to timelines and cycles for growing the investor's portfolio. How do you go about finding that agent with the requisite skills? The answer lies within the pages of Real Estate Riches. Filled with real-life case studies, tips, and the hard-won knowledge that comes from experience, the book is motivational, practical, and useful-and it will be among your wisest investments. "This book really shows professional investors and professional agents how, if done right, both parties can come out with better financial results with less hassle by treating the real estate business like any other business-creating long-term relationships in which each party respects the other's profession and treats each other's time like the important commodity that it is." - Don R. Campbell, Author, market analyst, and investor "Tahani is an inspiration. She shows firsthand how with the right mindset and the right team you can build a future in real estate while not compromising what's truly important." - Philip McKernan, Author of South of 49 and Fire Sale "Tahani's story is powerful, and demonstrates what can happen when you focus on helping people and living your passion. She reveals the 'human' side of real estate, and why it's so important to build a powerful team around you that you can trust." - Greg Habstritt, Founder of SimpleWealth.com and best-selling author of The Real Estate Secret "Tahani gives the novice investor a clear insight into the world of a savvy, investor-friendly real estate agent and the importance of having someone with her experience on your team. Whether you are a seasoned investor or just starting out, this book will be an invaluable tool in your investor toolbox." - Peter Kinch, Owner, DLC Peter Kinch Mortgage Team Tahani Aburaneh is donating the royalties from the sale of this book to [www.care.org](http://www.care.org).

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Introduction / Linda C. Reif.

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Your path to success in the mortgage brokering industry begins with "The Mortgage Agent's Path to Success," a book written by industry professional Joseph J. White. This inspiring book includes Motivate Me!, a vital step in self-motivation that will help you define what success means to you and keep you focused on it every day. Including powerful strategies to grow your business, you'll find this book an invaluable tool in your personal path to success. Joseph J. White has been involved in the mortgage industry over the past 20 years. He began his career as a mortgage agent, and has since held positions of National Sales Manager and VP of Sales with two national mortgage lenders as well as partner at a successful mortgage brokerage. He has owned a mortgage investment corporation (MIC) and been principal broker of a commercial brokerage/lender. Mr. White is currently President of the Real Estate and Mortgage Institute of Canada Inc. (REMIC). He has been involved in the development and delivery of the previous mortgage broker licensing program, (the Financial Services Underwriting or FSU program) through Seneca College since the mid-1990s, as well as the new Mortgage Agent Program (MAP) and Mortgage Broker Program (MBP). He has instructed over 10,000 students and in 2003 won the Excellence Award for teaching and leadership excellence. His textbooks are used in the mortgage agent course and were the standard in the mortgage broker licensing courses through Seneca College. A staunch supporter of the brokerage industry, Mr. White can be contacted at [joe.white@remic.ca](mailto:joe.white@remic.ca)

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