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I got in there, reached out through my network and was able to get it financed.”

Diana credits her tenacity and consistency as being the primary catalysts of her success. “I go the extra mile for every transaction I’m involved in. I want my clients to be confident in my work. If the agents involved are impressed with my

services, then they may give me referrals down the road,” Diana tells Top Agent. “I really am relentless. If a lender tells me no, I just move on to the next lender, which is something we are able to do in the broker industry that big banks can’t. I’ve even taken files as far as directly to Fannie Mae or HUD in order to get approval on a loan that other lenders wouldn’t touch.”