

DALLAS

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WADE
BETZ



Mpire

FINANCIAL

WINNING WITH WADE

If you could come up with a wish list of the qualities you'd want in a mortgage lender, chief among them would probably be the power of a large lender combined with the individualized care of a person you can trust.

That exists with Mpire Financial — with the dedicated care of industry veteran Wade Betz.

Mpire Financial is a mortgage broker lending to clients looking to purchase a new home or refinance their current one. Their mission is to serve their customers with honesty, integrity, and competence while providing exceptional customer service.

Wade gets a rewarding feeling from being able to serve his REALTOR® partners and clients with a plentiful range of options.

“Through working as a Broker with Mpire Financial, we have access to over 80 lenders,” Wade emphasizes. “As a Broker, I have the ability to pivot to various options to help clients. Plus, Brokers are able to close a loan faster and cheaper than our retail counterparts in general.”

The Art of Homeownership

In an industry with many options, Wade and his team look for opportunities to set themselves apart and deliver an exemplary level of service.

“One thing we emphasize is the Art of Homeownership. Do you just own a home, where you buy it, live in it, and fix things when they break? Successful homeowners realize something more,” Wade says. “We’re there with a group of distinctive services to support them, because we believe it’s what matters after closing that matters the most. We do things to help people move beyond being just an owner ... to being a successful owner. Our team will help you accomplish this by ensuring you have six distinctly valuable services designed to help you now and for 30-plus years.”



Home Concierge Service

“One thing we do is provide our Home Concierge Service to help you proactively keep your home in great shape and maintain it at a high level, actually increasing their home value over time,” he says. “We provide a monthly financial analysis, so they understand their net worth through real estate, and what they can do with that, based on performance. This adds tangibility they can review each and every month.”

Monthly Real Estate Wealth Digests

“We will give clients monthly real estate wealth digests, specific to them, that give them in-depth financial analytics about their property, so they always understand their net worth through real estate, and more importantly, what they can or should do with it.”

Annual Review

After closing, Wade and his team conduct an annual review with the client.

“I can’t shackle people with debt and then not help them,” he says. “We help a significant number of people reduce their debt and maximize their wealth, the more savvy clients are buying investment properties with the equity that has been freed up. That annual review helps to put into

focus what has changed in the clients’ lives. A lot of people don’t have an overall strategy. We help connect them with people who can holistically help them. We help each of our clients with annual financial reviews, because we know that each year their lives will change and evolve and our commitment is to proactively help them in every aspect of real estate and finance.”

Repair Support

As Wade says, in many cases, when people are ready to sell their property, their homes aren’t in list-ready condition.

“A lot of people have a lot of their wealth tied up in their home. If there’s enough equity in the home, we have an arrangement with a company that will do the repairs,” he says. “That company puts a lien on the property, they do the repairs, and they get paid when the property sells. That’s a valuable offering, since a lot of people can’t pay that out of their pockets.”

Perfect Mortgage Promise

Keeping up with current needs is essential.

As Wade says, “We commit to offer you our Perfect Mortgage Promise where you can rest assured that you’re always in the best mortgage, at the best time, as your life changes and as the markets change.”

Maximizing Value

It means a lot to clients who know they have a mortgage partner on their side through time.

As Wade says, “We help our clients maximize their wealth through the current real estate they own and their future real estate we help them with.”

Relocation Technology

As people move from chapter-to-chapter and point-to-point in their lives, Wade and his team are there to support them.

“We use relocation technology to help them transition their address and logistics to their next property,” Wade says. “We work to serve the client far beyond just the transaction. Should they ever move, our clients have access to our relocation technology which helps them reduce stress, save time and money, and ensure that every aspect of their transition is taken care of.”

When you’re looking for a partner who supports your clients with an unmatched level of service after the sale, look to Wade Betz and Mpire Financial.



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