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Joe Parisi

Vice President
NMLS# 255572

Direct: (818) 728-3703
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18,000

LOANS CLOSED

30+

YEARS EXPERIENCE

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Originator Specializing in Multi-Family & New Development



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*By dollar volume in 2014, Scotsman Guide, April 2015.

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*on exception only

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We asked over 2,500 Banc Home Loans clients to provide their feedback and the results are unanimously positive:

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96%

indicated they
*"would refer or recommend us
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*Third-party survey representing 2,542 client responses over a 365-day period, April 2014 to April 2015.
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Tell me something... Who do I call about coming aboard?”

Austin Greenbaum
Future Bulldog agent





Winston Cenac
Broker



Abe Sassoon
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Bulldog Realtors Congratulates
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Open, Spring 2016



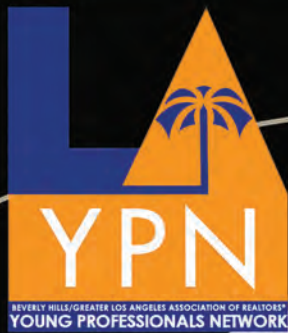
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COST: \$15 INCLUDES PARKING & LUNCH!

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Register online at www.bhglaar.com



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AS SEEN IN THE **WALL STREET JOURNAL**

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Foreign National Loans
From \$500K to \$25 million.

2.740%

2.888%_{APR}

3/1 Adjustable Rate Mortgage
\$500,000 - \$4,500,000 • 60% LTV
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**Self Employed & Real Estate
Investor**

1031 Exchange OK

3.875%

4.033%_{APR}

5/1 Adjustable Rate Mortgage
\$500,000 - \$4,500,000 • 60% LTV
1st Lien Loans

Sampling of rates as of January 13, 2016

Irrevocable Trust, Blind Trust, & LLC Vesting OK. Purchase or Refinance. Business Funds Allowed.

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chris@insigniamortgage.com

#6

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Educational Seminars

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The 5 D's of Your Successful Niche Business!

....Create a NICHE business you love

Workshop Presented by

Coni Meyers

Bestselling Author/Life Mastery Consultant

January 21, 2016

9:00am - 11:30am

You are told you need a business plan and to set goals. Where do you start? You don't really even know what your business looks like in this new market. What niche is right for you? What do you need to do to increase your bottom line in that niche? Before you can set goals and develop a business plan you need to know what your business looks like, how much money you can make and what you need to do to become an expert in that niche. Just like before you can build a house you need blueprints. The same for your business, you need a blueprint. We will discuss niches, maybe some you have not thought about, and how you can make money in the right niche for you. Then create your business blueprint for succeeding in that niche.

Class topics include:

- ♦ What is the niche market you want to go after?
- ♦ What does your ideal client in that niche look like?
- ♦ What education do you need to be able to go after that market?



Learn the 5 D's of Envisioning the Business that You Would Love

- ♦ Define
- ♦ Design
- ♦ Deserve
- ♦ Develop
- ♦ Discover

This is an interactive workshop where you will create the vision of your niche business and learn how to increase your revenues for that business. Learn how to use the 5 D's that will not only work for your business but in other aspects of your life as well.



\$50 - BH/GLAAR Members
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Manager,
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Ratio of on-the-ground marketing staff to agents	1 : 8
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re-in-ven-tion

NOUN

the action or process through which something is changed so much that it appears to be entirely new:

After many months of process and hard work, I am extremely pleased, excited and delighted to finally share with you the evolution of The Cipolloni Group, which has now morphed into DWELLING. Why the reinvention? Because life is about change, evolution and growth. It has become my mission and commitment to deliver to the real estate industry of professionals and valued clients what you deserve now and in the future. There is a niche in the real estate market for broker and sales associates who want leadership, empowerment and support and there is a need in the buyer, seller, and investor pool for devotion to their prosperity through real estate investments. Stay tuned...a unique brokerage concept is coming soon.

- Robert Cipolloni, President/Broker Advisor

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Gary Reavis

Team Leader

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RACHAEL BROOK



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"I am so glad to have Rachael as the newest member of the Mason Canter team. We have worked together in the past and she has always been an agent who is detail oriented and a great communicator. She truly has her clients' best interests at heart."



MASON CANTER

“On behalf of the team I am excited to welcome you to our family at Keller Williams Los Feliz. Thank you for your partnership!”

Gary Reavis

Team Leader

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243 Delfern Drive Bel Air CA 90077 | Sold for \$17,000,000

Engel & Völkers Los Angeles proudly congratulates Caroline Hakimifar & Raphael Barragán for the sale of 243 Delfern Drive, Bel Air, CA 90077, for \$17,000,000, representing the buyer.



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Suzy Frank

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MALIBU

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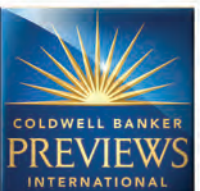
Gorgeous Brand New Traditional 6 bedroom, 6.5 bath 3-level wonderful family
home in the heart of the coveted Alphabet streets. Top quality construction
6 bedrooms, 6.5 baths, \$5,189,000

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