



MOVEMENTMORTGAGE

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Movement Mortgage promotes Brad Overlin to Seattle area Market Leader

Overlin will help expand Movement's influence in Washington State

SEATTLE — Movement Mortgage, a national top 10 retail mortgage lender, has promoted Brad Overlin as its newest Market Leader in the Seattle area.

Overlin, who joined Movement in 2012 after spending 15 years in the construction industry, will spearhead efforts to grow the lender's footprint in Seattle while managing recruitment, customer service, production and community engagement. He was most recently a producing branch manager in the Seattle market, where he originated about \$40 million in loan volume last year, cementing his place as one of Movement's top producing loan originators for a third year.

"We really want to be a household name," Overlin says. "We want to do things to help the community. We want to bring change to the community. We'll do that by hiring people with the same mindset as Movement. We'll hire people with the same servant leadership mentality."

Overlin's journey to market leader came after humble beginnings in the mortgage industry. After working years as a construction foreman, Overlin decided to give mortgages a try at the urging of his best friend, a Bank of America loan officer. He started as his friend's loan officer assistant. Three months later, Overlin's friend landed a position at Movement, then called New American Mortgage. He brought Overlin with him.

At Movement, "I started really paying attention to the industry," Overlin says. "The goal was for me to become a loan officer at some point. I was sitting here learning and watching the system really work."

Overlin was impressed with how Movement's sales staff and operations teams worked in tandem, and the quality of the loans Movement financed. In October 2013, his patience paid off when he became a loan officer. The first few months were slow. Between October and December that year, he originated just two loans.

"I had nothing for a good six months," he says. "Luckily, I had some savings."

As he waited for business to pick up, he attended open houses to broker relationships with real estate agents, and took advantage of as many training opportunities as possible. His break came in March 2014 as business began pouring in. By the end of that year, he had closed about 40 units for \$10 million.

"By working long hours and being available to my clients and agents at all times, I was able to earn an income I did not think was possible," he says. "I felt blessed beyond belief."

Waiting taught him a valuable lesson — one he shares with newer loan officers who face challenges growing their business: "What you do today will come to fruition months from now. It's a long-term

investment. If you stay the course and trust in the system — especially Movement’s system — it will happen.”

Overlin and his team of five loan officers work out of an office in Kirkland, a suburb about five miles east of Seattle. Movement Market Leader Debra Montgomery, who operates from an office in Bellevue, also serves the greater Seattle market.

When he’s not originating loans, Overlin enjoys traveling, especially to Nicaragua, where he volunteers with an orphanage. He and his fiancée will marry in August this year.

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About Movement Mortgage

Founded in 2008, Movement Mortgage exists to love and value people by leading a Movement of Change in its industry, corporate culture and communities. Movement is best known for its innovative mortgage process and referable experience, which begins with Upfront Underwriting and a seven-day loan processing goal. The company employs more than 4,300 people, has more than 750 branches in the U.S. and is licensed in 49 states. Its nonprofit organization, The Movement Foundation, has reinvested more than \$30 million in communities to date. For more information, visit www.movement.com.

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