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## **Khai McBride Joins the LoanToolbox Faculty**

### *Computer Tech Turns Mortgage Guru*

WESTLAKE VILLAGE, CA – May 2, 2007 -- Offer Khai McBride a challenge he can't refuse, and he sparkles.

That's why LoanToolbox, the mortgage industry's leading provider of innovative marketing and training solutions, proudly announces the addition of McBride to its expanding Speaking Faculty, comprised of the nation's top-performing loan originators.

For McBride, who became a charter member of LoanToolbox in 2002, this new position means a chance to broaden his talents.

For LoanToolbox, McBride's hands-on business approach shows it's truly possible to improve on an already superb company. And, for ambitious loan originators trying to carve their niche in a highly competitive industry, McBride's newest undertaking will enable them to learn from the best, by example.

For more than a decade before joining the LoanToolbox team, McBride enjoyed a lucrative career in the computer technology industry.

In 1997, while working as technology manager for United Title, McBride met Bill Hillestad – a mortgage industry consultant with the Midas touch for database marketing – and LoanToolbox co-founder and Chief Creative Officer Tim Braheem. Together they developed the first Voice Broadcast software system, and implemented it in marketing strategies for First Rate Financial Group in Westlake Village, which was then owned by Braheem. In no time, McBride established himself as a key member of Braheem's dream team.

As a member of the LoanToolbox Speaking Faculty, McBride brings a vast background of marketing, political staffing and loan origination experience.

In 2006, he opened the Encino, CA First Magnus/Charter Funding net branch with his partner, Howard Blank. McBride juggles the daily challenges of recruiting, training and managing his branch of 10 loan officers, while maintaining his own loan production rate of 15 fundings per month.

“In 2005, only his third full year as an originator, Khai McBride combined his efforts for growing and nurturing his database into one effective system, and closed 204 loans, resulting in \$78 million in production,” said David Fournier, LoanToolbox chief executive officer.

“I am excited to join the LoanToolbox faculty and rise with the company to new heights,” McBride said.

“McBride is a rising star,” Fournier said. “His style is pure marketing magic that’s easy to understand and implement.”

McBride will appear at the LoanToolbox Business Plan 2008 conference for mortgage originators to be held October 15 – 18, 2007 at The Mirage Hotel in Las Vegas, NV. The event is designed to provide mortgage originators with strategies and tools to incorporate into a customized business plan, which is produced on site. A significant portion of the four-day training session focuses on implementation and execution of the business plan.

### **About LoanToolbox**

LoanToolbox is the leading provider of innovative training and marketing solutions for the mortgage industry. Members benefit from access to time-tested best practices, automated marketing and a synergistic community of nearly 10,000 loan originators who refer loans and share ideas on a daily basis.

Members of the LoanToolbox speaking faculty participate in various one-day seminars across the nation. In addition, LoanToolbox hosts an annual four-day business planning conference, geared toward the planning and implementation needs of mortgage originators who are serious about boosting their dollar volume. (See [www.businessplan2008.com](http://www.businessplan2008.com) for registration information.) One-on-one mentoring is also available through the company’s Maximum Acceleration coaching division. For private consultation, contact LoanToolbox at 877-684-8665, by e-mail at [sales@loantoolbox.com](mailto:sales@loantoolbox.com) or visit the web site at [www.loantoolbox.com](http://www.loantoolbox.com).

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