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## Certified Mortgage Planning Specialist, David Kuiper, Now with LoanToolbox Faculty

***LoanToolbox, the mortgage industry's leading provider of innovative marketing and training solutions, announced today that it has named David Kuiper, Vice President of Mortgage Lending at First Place Bank, to its growing speaking faculty of the nation's leading loan professionals***

**Westlake Village, CA (PRWEB) October 1, 2007** -- No one pushes Certified Mortgage Planning Specialist, David Kuiper, any harder than he pushes himself. As Vice President of Mortgage Lending at First Place Bank in Holland, Michigan, he knows that self-determination and high expectations can lead to success.

Kuiper never veers from the standard of excellence he sets for himself and his staff. It's that particular quality that caught the attention of LoanToolbox executives, who eagerly brought Kuiper aboard and officially designated him as part of the company's Speaking Faculty.

As a speaker and trainer in the industry, Kuiper has gained recognition as "the expert on first impressions and achieving client intimacy." Since entering the field in 1990, he has closed 5,000 loans that totaled \$850 million.

In 2006, his production numbers reached \$36 million, but as he points out, business is "really slow right now in the Midwest."

A keen understanding of analyzing self-employed clients' tax return information has helped him gain a higher approval rate, thereby earning him a loyal customer base. Kuiper knows he can rely on repeat clients and their referrals which account for 85% of his business, and his techniques have guided other industry professionals to excel as well.

Mortgage professionals can meet Kuiper at Business Plan 2008, LoanToolbox's premiere industry event, slated from Oct. 14 - Oct. 18 at The Mirage Hotel in Las Vegas. For more information, please see the event website at: [www.businessplan2008.com](http://www.businessplan2008.com).



# LoanToolbox

*Building Better Loan Officers* <sup>SM</sup>

## About LoanToolbox

LoanToolbox is the leading provider of training and marketing solutions for the mortgage industry. Members have access to proven best practices, automated marketing and a community of over 10,000 loan originators who are referring loans and sharing ideas on a daily basis.

LoanToolbox also hosts one-day seminars and an annual four-day business planning conference geared to meet the needs of mortgage originators who want to increase their dollar volume. One-on-one mentoring is also available through its Maximum Acceleration<sup>TM</sup> coaching division. For private consultation, contact LoanToolbox at 877-684-8665, or visit the website at [www.loantoolbox.com](http://www.loantoolbox.com).

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