

Birmingham News (AL)

HENGER A MORTGAGE SUPERSTAR

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Rob **Henger** of Birmingham's MortgageSouth was named "Superstar of the Month" in the September issue of trade publication Mortgage Originator. **Henger**, who has sold mortgages since 1990, ranked No. 172 on the publication's list of top producers in 2001 with 407 loans closed worth \$78 million. **Henger** shared some tips with the magazine:

Get to know people who can build your business. **Henger** spent his early years meeting as many agents as possible and didn't hesitate to show up unannounced with doughnuts and frozen confections.

Hire help to free time for production. **Henger** hired an assistant to handle routine tasks so he could concentrate on finding more mortgage customers.

Stay involved after the sale. **Henger** sends past customers a newsletter with home improvement tips and real estate news.

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