

TOP AGENT MAGAZINE



CLINT THOMPSON

Born and raised in Papua New Guinea before moving to the United States as a young man, Clint Thompson took an entertaining path en route to discovering his passion for mortgage loans. “The things you do when you’re young and spontaneous!” Clint says, laughing. “I went to Denver on vacation in 2003,” he says. “I was supposed to return home (to Florida at the time), but wanted to stay a little longer.” Soon he found a job and decided to move to the Denver area. “I started my career in sales and was in finance shortly thereafter,” he says. After several years in wholesale mortgage, a position that allowed him to work closely with servicers, investors and underwriters, Clint moved into retail mortgages at Wells Fargo Bank in 2009.

“At the bank, where we were the end investor, I spent four years getting to know the underwriters, which gave me a unique perspective,” he says. “For example, I understand the situations underwriting may view as a financial hardship, when in fact there might be a simple explanation.” Clint knows how to describe justifiable debt in ways that protect, and put at ease, both the borrower and the lender. “I take a forward-thinking, common sense approach. I communicate well and I’m dedicated to closing on time or early.”

Clint joined the Denver office of Utah-based Castle & Cooke Mortgage nearly a year ago and describes the company as “hands-down the best company I have ever worked for.” Several Castle & Cooke Mortgage team members were Clint’s previous wholesale mortgage clients. “This is a place where everyone from the front desk to processing, underwriting, closing and funding works hard to get the job done.” The operations staff amazes him. “And management does a terrific job of making sure everyone is well prepared to continually move forward.”

In keeping his borrowers and real estate agent relationships happy, Clint ensures people are treated the way they each want to, and should, be treated. “Applying for a mortgage can make people feel vulnerable. As a rule, I want my clients to come away knowing they were thoroughly informed, well advised and shown exceptional customer service, every step of the way each and every time they work with me,” he says. “I’ll ask as many questions as it takes to make sure I have a clear understanding of their needs so I meet and exceed clients’ expectations.”

After recently discovering the importance of business coaching, Clint made enormous gains both personally and professionally. “Thoughts lead to emotions. Emotions leads to actions. Actions lead to results and results become reality,” he says. “The coaching I’ve received has helped me tremendously,” he says, adding that in 2016 he plans to schedule a series of business coaching seminars for his real estate agents. “REALTORS® are also entrepreneurs,” he says. “All of us develop habits whether we are aware of it or not. These business coaching seminars provide a way of helping people learn new ways to grow and succeed.”

His growth through coaching may explain how he already sits among the top 20 producing loan officers at Castle & Cooke Mortgage, which operates 39 national branches with loan officers serving borrowers in 17 states. Another integral part of personal growth to Clint is making room for his favorite pastimes, including working out at the gym and playing golf, a game he refers to as “life in 18 holes.” Finally, demonstrating his adventurous spirit, he says, “I also do a bit of racing in a 600-horsepower convertible Corvette I like to drive.”



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