



The Yvette Clermont Team



Serving Florida & Wisconsin · FL: 941.201.5847 · WI: 920.347.1245

## Who is Team Clermont?

Team Clermont is comprised of Yvette Clermont, Lindsay Gaddis, Gail Carrick, Shari Burgo and Sam Gates. We have two offices staffed full time to serve our clients; one in Green Bay, Wisconsin and the other in Lakewood Ranch, Florida. We always have the coffee on at either location so feel free to stop in anytime!

Since 1997, we have learned that what our clients need most while financing real estate is a team who listens well, is extremely organized, and knows the current rules and regulations to ensure a smooth path from application through closing. We have proven time and time again we do not disappoint.

We are part of Inlanta Mortgage, a Mortgage Banker with headquarters outside of Milwaukee, Wisconsin. Inlanta is licensed in 16 states and has been in the mortgage banking business since 1993. What makes us unique is that we handle the entire mortgage transaction from initial application through final loan funding. This gives us complete control over the process and better ability to meet sensitive timelines for our clients.

### Yvette Clermont, Team Mortgage Consultant, NMLS 248437



Yvette has been a licensed Mortgage Consultant in both Wisconsin and Florida since 1997. She is a Certified Mortgage Planning Specialist and has received an Accredited Mortgage Professional designation through the MBA. In 2015, she was in top 1% of all lenders in US, top 3 in total company volume, awarded Elite Women in Mortgage designation, the Five Star Mortgage Professional and the Leadership Excellence and Corporate Citizenship Awards. Her role on the team is as the "team leader". She has extensive experience in all types of mortgage loans and is responsible for guiding her clients through the mortgage process while providing the needed education to assist them in making the best home financing choices possible. She devotes the majority of her time crafting plans for her clients that meet their individual goals. She has made readily available to her clients and their families and friends, her expertise in the mortgage industry and she welcomes the opportunity to work with you!

### Lindsay Gaddis, Mortgage Processor, NMLS 663950



Lindsay joined Team Clermont in 2015. Her role is processor of all mortgage loans from start through closing, collecting all necessary documents and ensuring everything is in order and accurate for underwriting and closing. Lindsay comes to Team Clermont with 13 years of retail banking, lending and customer service experience. She works hand in hand with the entire team to ensure that our files are beautifully packaged and delivered to our internal underwriting staff for approval.

### Gail Carrick, Licensed Loan Officer Assistant, NMLS 1484419



Gail joined Team Clermont in 2009. Her role on our team is to help set the structure of loan programs for our clients and to prepare loans for processing. She provides support to our borrowers and fellow team mates and answers loan questions from our clients and referral partners. The majority of her day is spent following up with new and pre-approved clients and assisting with collection of required loan documentation.

### Shari Burgo, Marketing and Client Relations



Shari joined Team Clermont in 2013 as our Client Relations Representative to assist with ensuring the high level of service to our clients and referral partners that they have come to know of Team Clermont in both Wisconsin and Florida. Her role is to ensure anyone who comes into contact with our team learns of how we work and our dedication to service. She is another point of contact for our clients and referral partners and will do everything possible to educate everyone on what Team Clermont can do.

### Sam Gates, Mortgage Processor



Sam joined Team Clermont in 2016. Sam comes to us with two years of consumer lending experience and will be working with our team to ensure we provide a top notch file to our underwriters to ensure a smooth process for your clients and ours. Sam recently bought her first home and adopted a German Shephard Mix named Chance to help make her new house a home.

# So What Really Makes Us Different?

1. **We Stay In Constant Communication:** Clear, understandable updates when you want them, sometimes before you need them. Team Clermont has developed an elaborate touch point system to give regular updates throughout your transaction.
2. **We Are Loyal:** When your client needs you in the future, we have your back and will get them back to you.
3. **Experienced Agents Look to Us for Advice:** Find out why others call on our team when another lender says NO to their client. We are known throughout our community and are respected for being savvy, creative and outside of the box mortgage experts.
4. **We Don't Like to Say No:** We will not give up. When others call your client and say it's impossible, we are reworking, uncovering and finding mortgage solutions.
5. **We Love Growing Our Family:** Our clients are our family. They call us when they get married, invite us to their parties and email us photos when their babies are born. Each family that we help means something more than a closed loan to our team.
6. **The Team Approach is Strong and it Shows:** When you or your client calls our team, our full time staff of educated experts stand ready to take your call. We are trained and experienced in assisting when you need us and never leave you or our clients waiting for an unanswered call.
7. **We Know Our Role:** We know our position is to bring a purchase full circle, without balls dropped to get us all safely to the closing table. We take this position seriously, which allows you to relax.
8. **We Know Loans:** Many mortgage lenders say they are awesome at closing loans. We are awesome at closing ALL types of loans. Our team has years of experience in closing conventional mortgages through Fannie Mae and Freddie Mac, federal VA programs, FHA, government bond programs, utilizing NeighborWorks and other types of down payment assistance through local agencies, and USDA loans.
9. **We Are Always Here for Our Clients:** We take calls every day from our clients assisting with homeowner's insurance concerns, property tax questions, as well as general mortgage questions years after closing occurs.
10. **We Are Known To Fight (for our clients):** We believe in our clients and sometimes have to battle through to get them approved. We love to roll up our sleeves and play ball when others don't. We love a challenge and one of our best assets is our ability to find solutions.
11. **We Have Been Around the Block:** We are not new to the neighborhood. We all know that the past years have been an unbelievable ride. We have fought through the dismal rule changes and heightened underwriting guidelines and have flourished while others have hung up their boots. We are committed to our communities and have proven that in both good and bad markets we are here to stay.
12. **We Won't Make You Look Bad:** We know when you refer your clients to our team you are putting faith in us and we are a reflection of you. We take that faith very seriously and understand you have put your client's home purchase into our hands. We will carefully take that football from you and bring us to the end zone together. Protecting you, our quarterback, all the way to closing.

We know you have a choice in your referral partners and we will do everything possible to earn your trust in our team. Thank you for the opportunity to assist your clients with achieving their homeownership goals.



**The Yvette Clermont Team - Your Mortgage Consulting Team for Life**

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